Publication

March 1986

CONTRACT

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS, INTERIOR DESIGN, & ARCHITECTURE

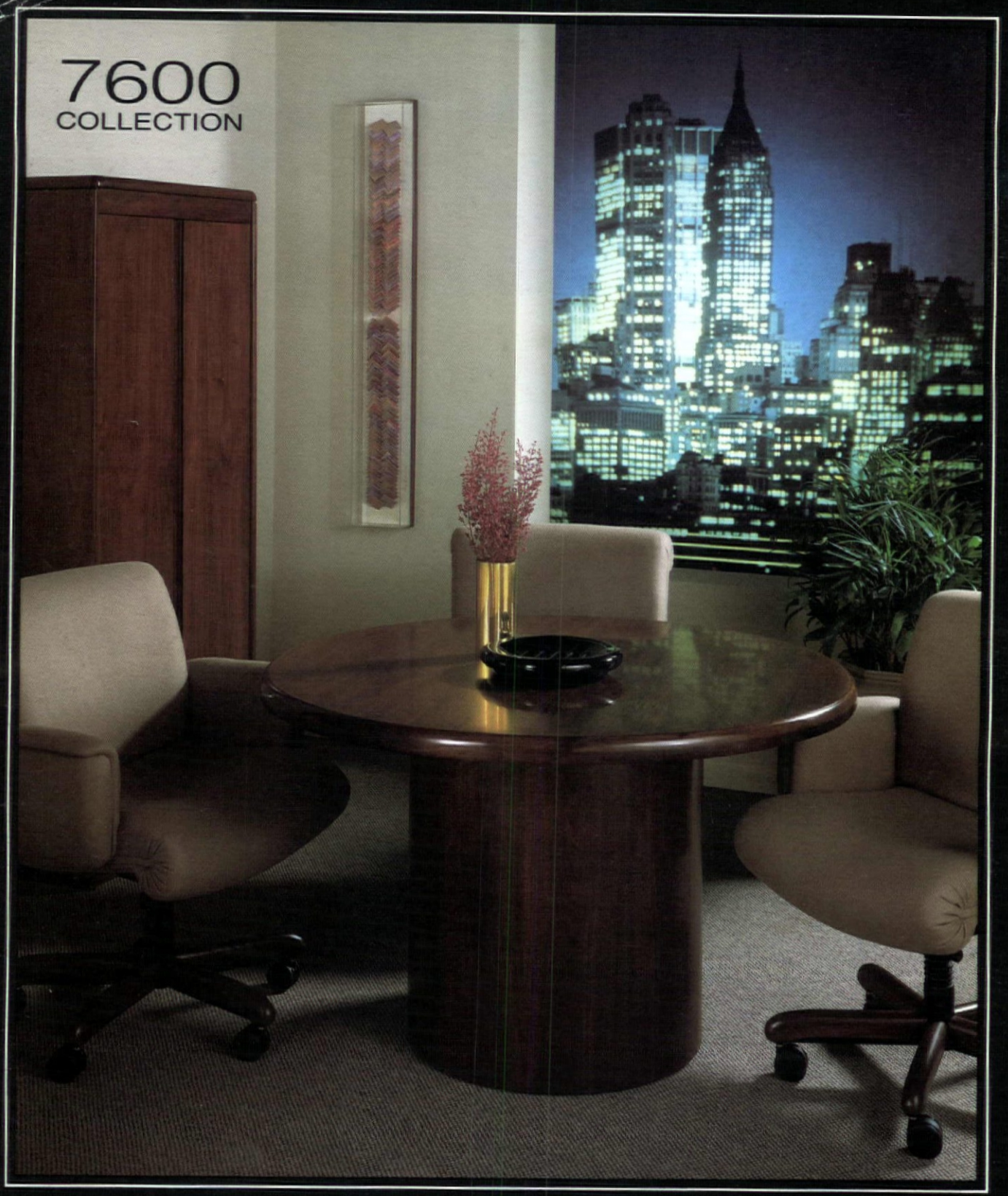
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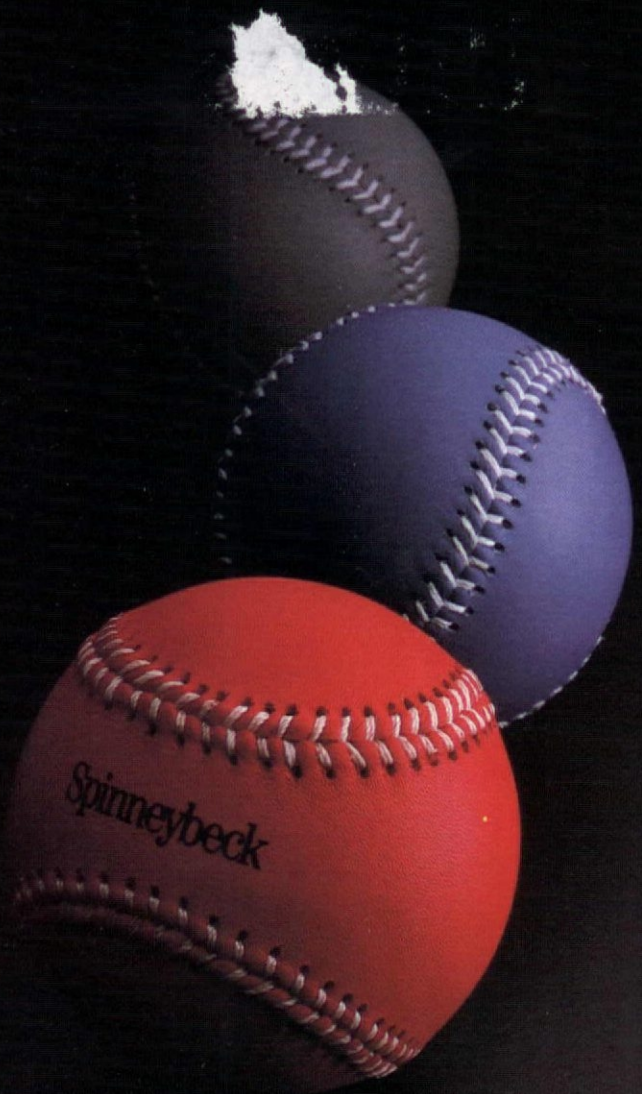
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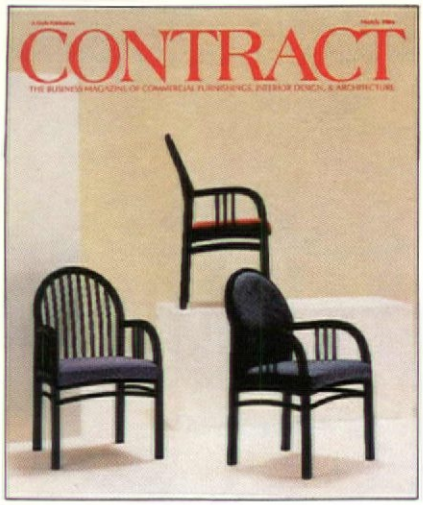
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Cover: *Supplied courtesy of Condi-div. Pacific Furniture Manufacturing Company. Photo by Andy Caulfield depicts new classic bentwood chair by Condi. Coverage begins on page 108.*

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CONTRACT

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS, INTERIOR DESIGN, & ARCHITECTURE

Vol. 28 No. 3
March 1986

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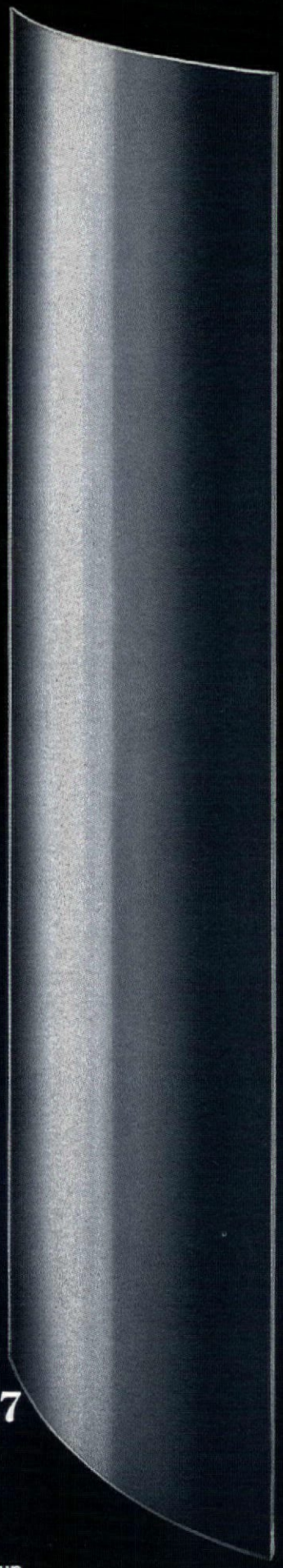
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CONTRACT

Volume 28, No. 3

April: Executive Buyer Edition/Restaurants profiles leading design firms specializing in this market and features the latest installations of top restaurant planners. Supplementing coverage are a list of Restaurant Design Specialists, product section on restaurant furnishings, Directory to Wallcoverings/Surfacing Materials, and Art & Graphics Product Review. Look for preview of the National Restaurant Show in this issue which has bonus circulation of 5,000 owner/managers of restaurants and clubs.

May: NEOCON 18 Preview issue gives a comprehensive, floor-by-floor preview of the industry's most important event, the 18th annual exposition of contract furniture & furnishings at The Merchandise Mart, Chicago, June 10-13. Coverage includes an overview of NEOCON International exhibitors and other Chicago showrooms, plus a special, easy-to-use tear-out section of NEOCON exhibitors and locations by floor. The Mart itself will be featured in the first of a series of in-depth profiles of mart buildings across the country. A report on BIFMA's activities for the year will also be included. Look for bonus distribution of this issue at NEOCON in June.

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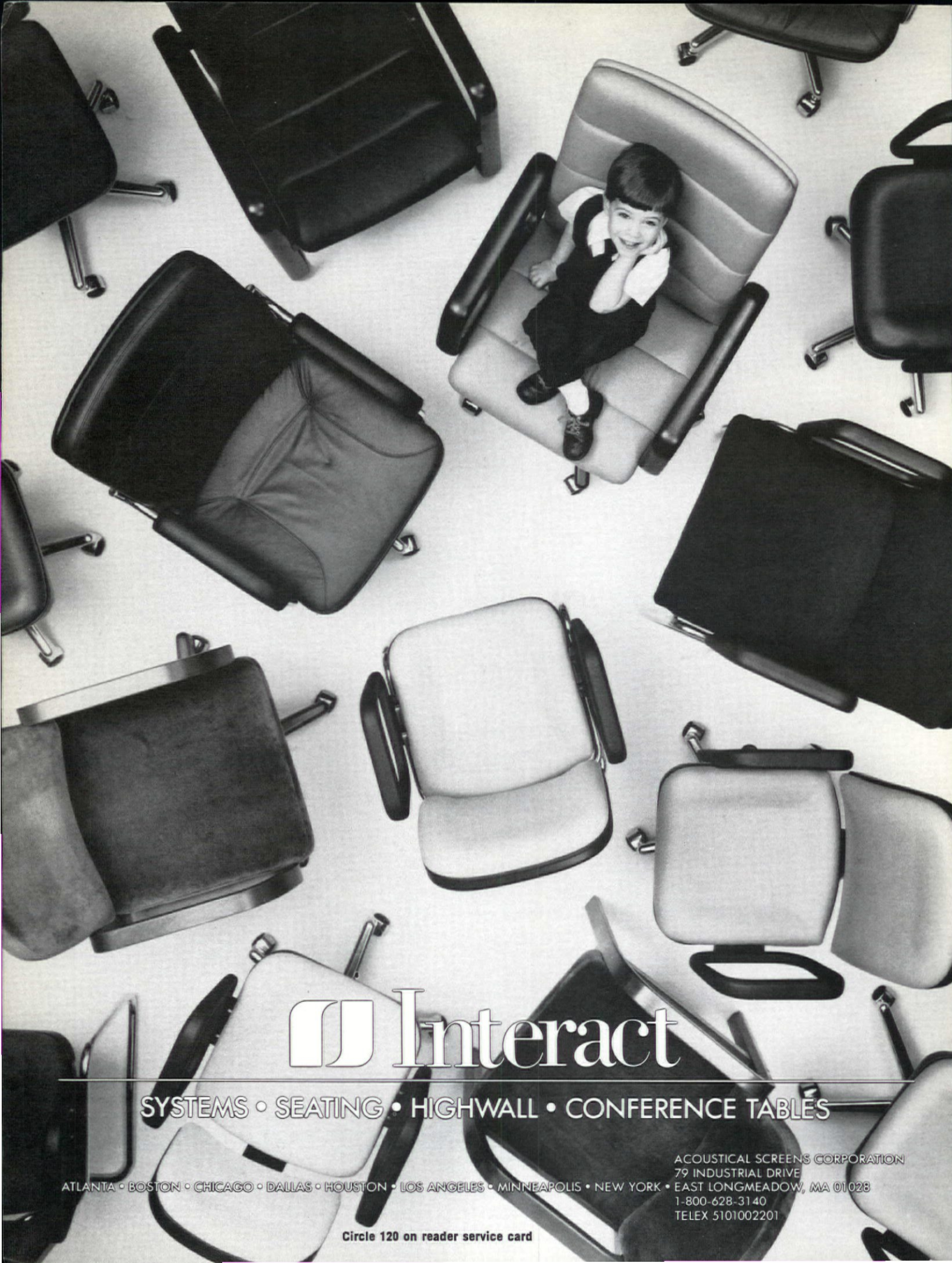
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'HALF A FIRE TEST IS WORSE THAN NONE'



A recent editorial in the *New York Times* came out four square against efforts by the New York State Legislature to pass a fire test bill that is not only costly in the extreme, but duplicates toxic smoke tests being conducted by a Federal agency. "The Commerce Department's National Bureau of Standards," says the commentary, "is widely respected for its materials testing and is now energetically studying structural fires involving toxic smoke. Why then," asks the editorial writer, "should New York duplicate a fraction of this effort by requiring manufacturers to test the toxicity of materials to be used in the State?"

The editorial went on to point out that "some smokes are plainly more toxic than others, but in concentration, all smoke is deadly. Building safety depends not only on the toxicity of materials aflame, but also on how easy they are to ignite and how rapidly they burn. . . ."

Sponsors of the bill contend that it would cost the public nothing because manufacturers would have to pay for testing. However, manufacturers complain that the bill, if passed, could cost suppliers as much as $325 million. A more likely cost—$100 million—would have to be passed on in New York's economy.

Representatives of the Association of Contract Textiles (ACT) point out that every textile that could possibly be used in a vertical wall application would have to be tested—amounting to hundreds of tests at $2,500 each—in order to comply. Such a bill is too costly, redundant, and poorly thought-out to inflict on the industry.

CONTRACT urges everyone in New York (and outside of the State) to voice disapproval of the proposed law. Such legislation will do no one any good.

Lew Conlin

Co-publisher/Editor

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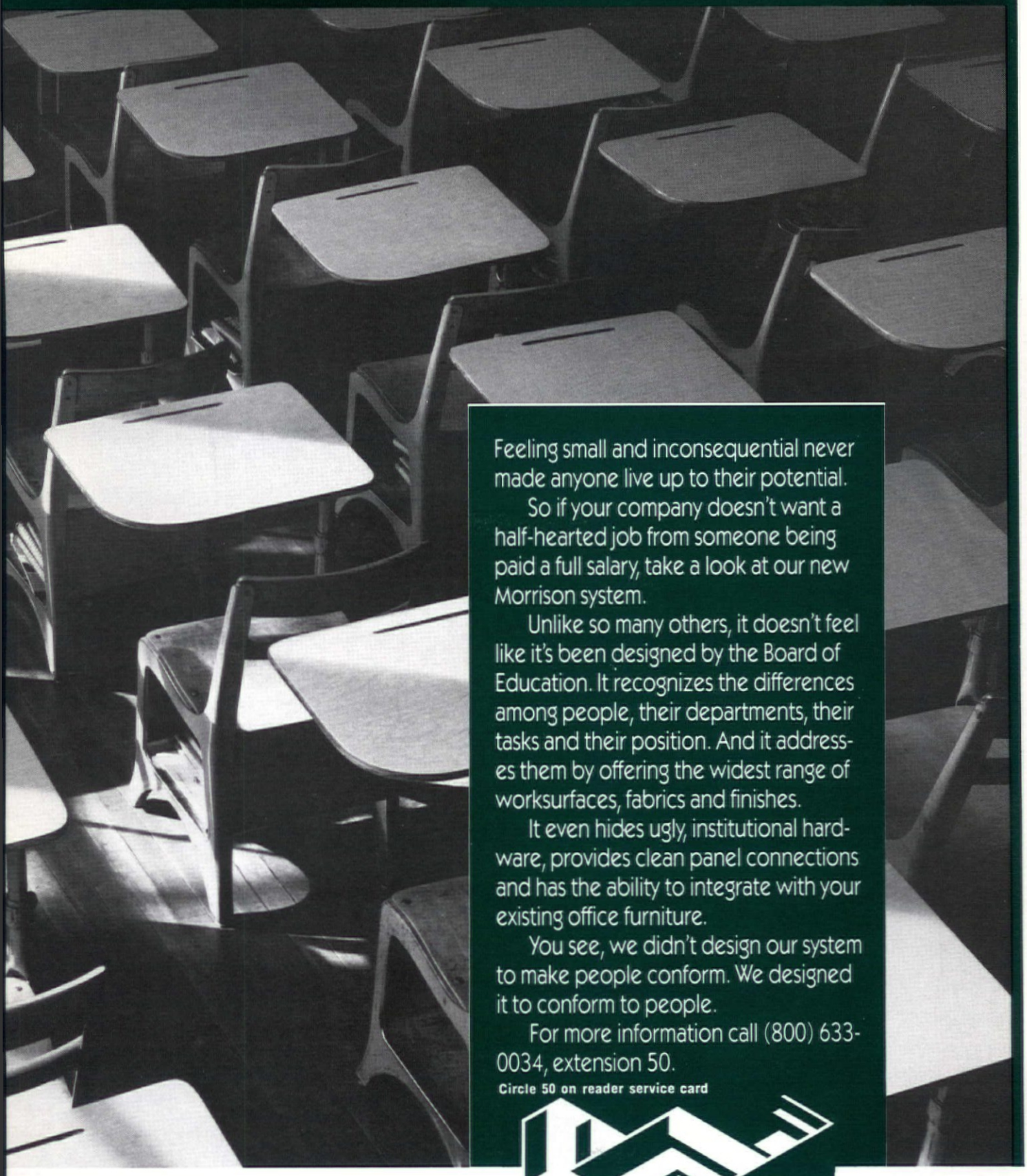
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SYSTEM THAT REMINDS THEM OF THEIR FIRST ONE.



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It even hides ugly, institutional hardware, provides clean panel connections and has the ability to integrate with your existing office furniture.

You see, we didn't design our system to make people conform. We designed it to conform to people.

For more information call (800) 633-0034, extension 50.

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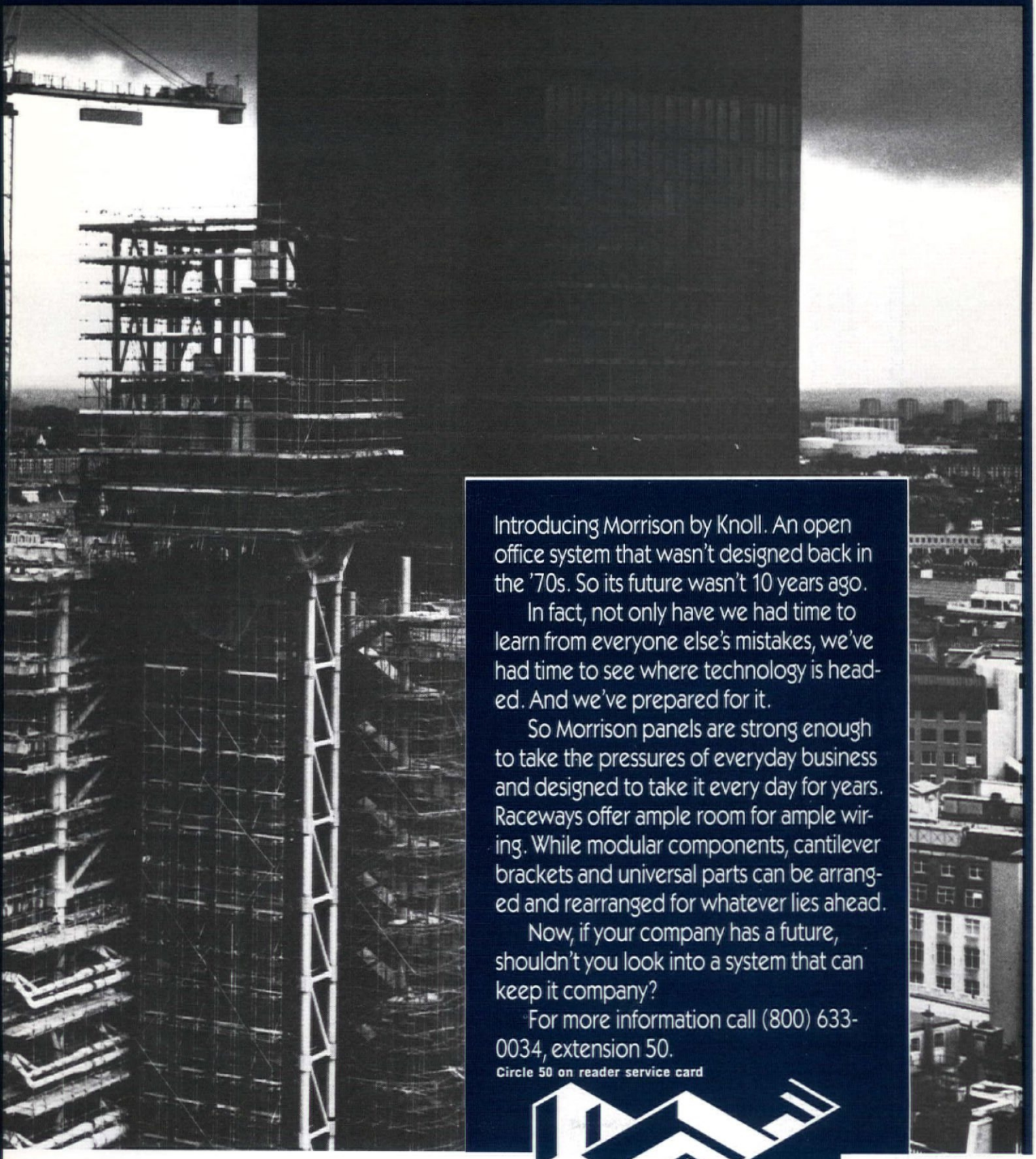
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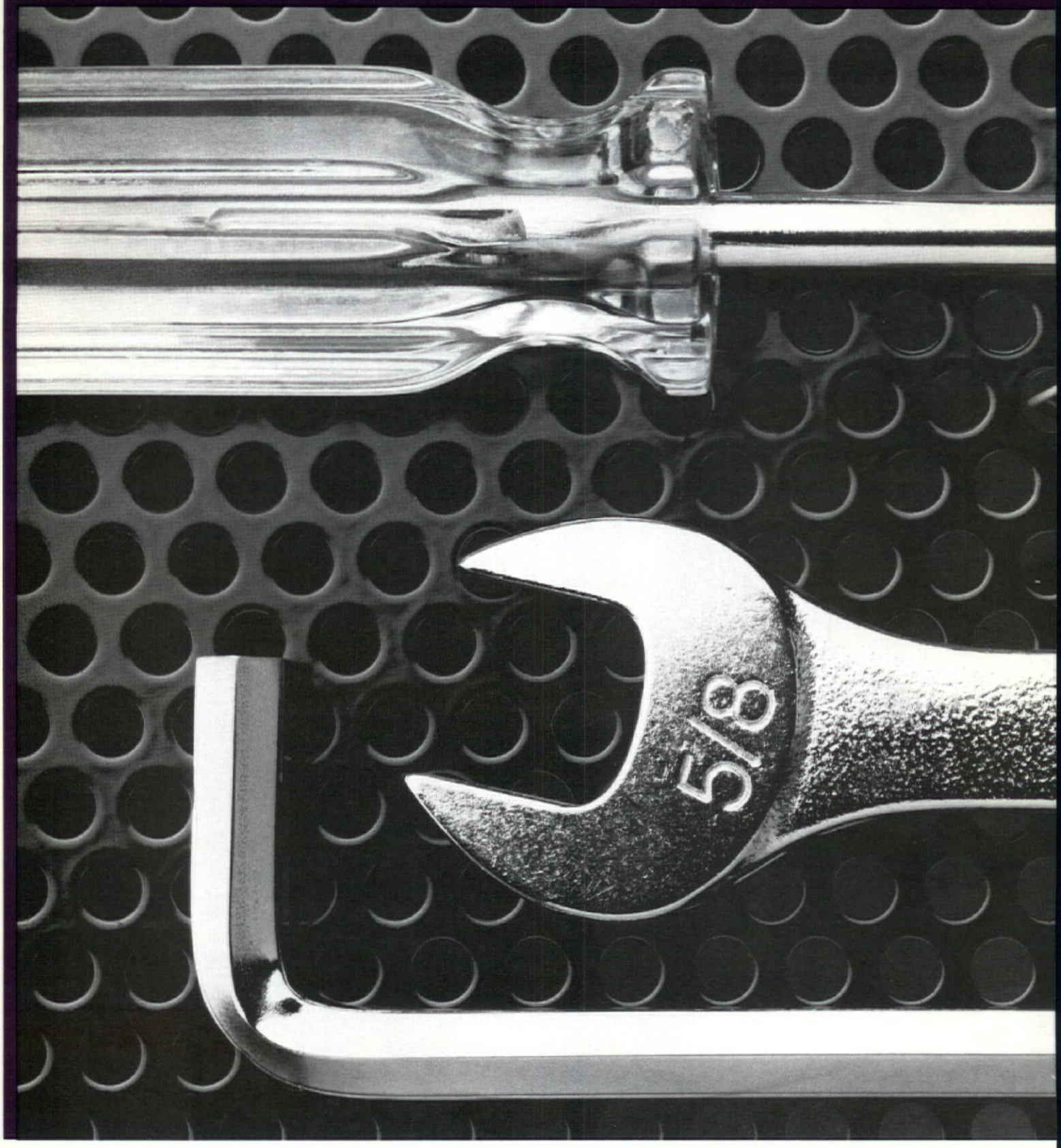
Now, if your company has a future, shouldn't you look into a system that can keep it company?

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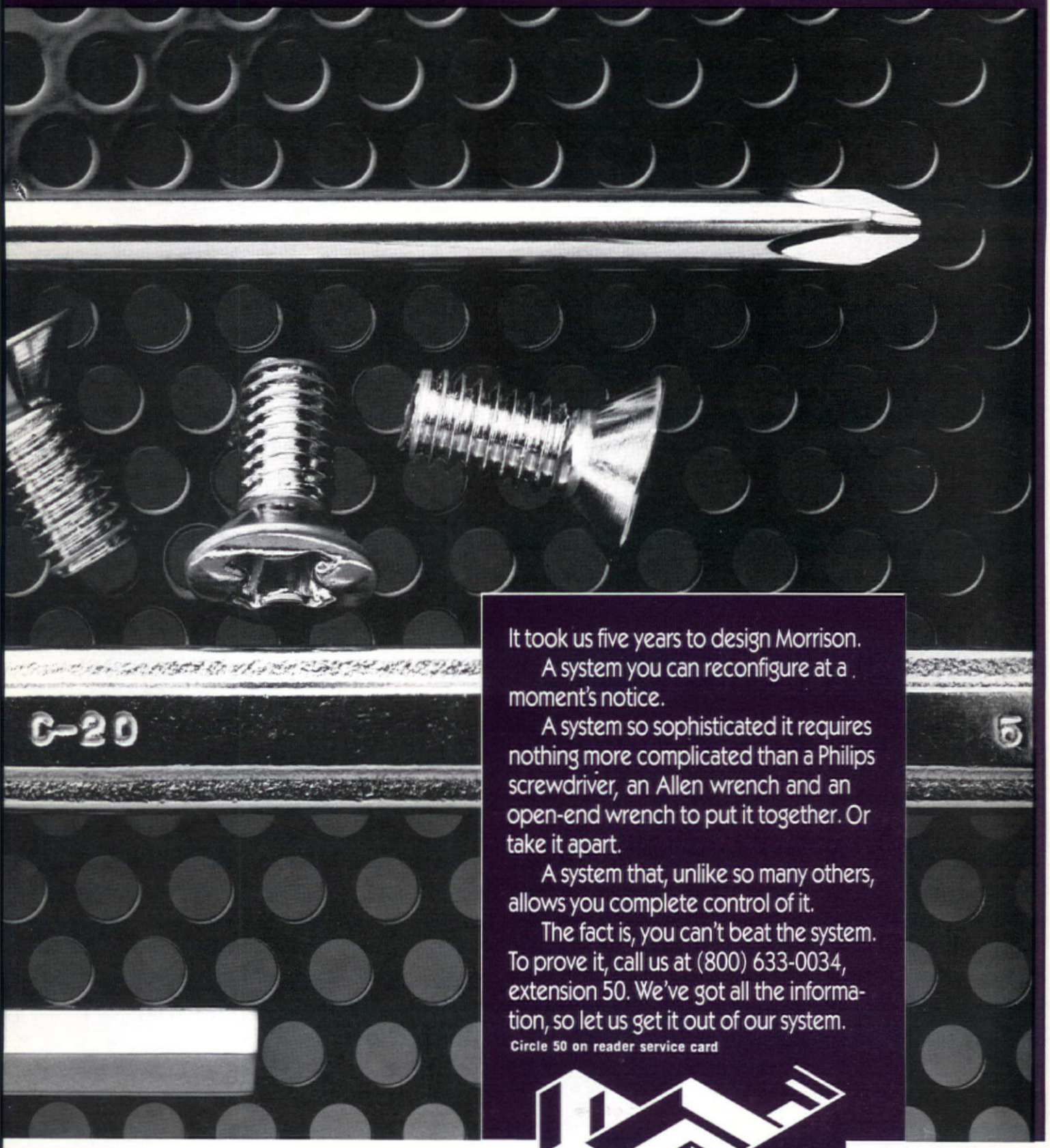
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THE MORRISON OPEN OFFICE SYSTEM.

BY KNOLL.

Pins cushion down

Dear Editor: I would like to comment on the article published in your December, '85 issue on contract carpet cushion.

I do not find any attempt to address the accessibility properties of various cushion options as opposed to the selection of the direct glue-down method in public areas. It has certainly been recognized, through codes and standards, that a commercial tight-looped pile is much easier to negotiate for people in wheel chairs, on crutches, or in walkers.

Perhaps this Carpet Specifier's Handbook, referred to in the article, acknowledges the 1980 ANSI A117.1 Standard item 4.5.3. It would be a disservice to designer/specifiers if the Carpet & Rug Institute has lost sight of these standards.

WILLIAM L. WILKOFF, ASID, IBD
District Design
Washington, D.C.



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Personal thanks

Dear Editor: For me, this year has been a hectic one, full of work, growth, and change. It seems only yesterday that we met and talked at the S.M. Hexter Awards. Since then, I have anxiously awaited the presentation of Out To Lunch! in your December issue.

Now, that has come to be, and I want to thank you and your staff for including it in your informative publication and for handling it so sensitively.

Thank you for your personal interest as well. I hope 1986 is a great year for CONTRACT. I'll keep in touch.

GARY HIXSON
Hello
Charlotte, N.C.

Impressed with coverage

Dear Editor: As you may imagine, we are delighted with the coverage Bellinger received in the December, '85 issue. We are impressed with your color layout of the hide program and the extremely effective editorial copy. This is the first time anywhere that our product information is 100 percent perfect.

The Color Line treatment of our firm's color naming process was also appreciated.

GRETCHEN BELLINGER
Gretchen Bellinger Inc.
New York

It's catchy

Dear Editor: We are pleased with the article you published showcasing our 'CACI' project in the December issue. The overall consistent quality of layout and color is excellent. Many congratulations to your team.

GARY E. PETERSON, IBD
Avenue
Chicago, Ill.

Until Westweek

Dear Editor: As belated as they may be, my thanks for your November coverage are no less sincere. As a relative novice, I appreciate your receptiveness and guidance. We look forward to working with you and CONTRACT in the future. Until Westweek.

MICHAEL MAHARAM
Maharam
Los Angeles

Errata

The December issue's story on Kentucky Fried Chicken, San Antonio, Tex. (featured on the cover) incorrectly credited photography to Robert Hower. Credit should have been given to Kurt Eckhard, Eckhard Photography, St. Louis.

Charts illustrating the story on Duffy Inc.'s joint collaboration with Merck & Co., pp. 189 and 190, January issue, were transposed through error.

Executive Shelving Systems (Primera Series)

Tuohy's Executive Shelving System represents five complete networks of modular shelving, each designed to coordinate with its own executive desk grouping. All shelving systems are available in five heights, ranging from 29 to 86 inches, are available with or without doors, and are fully modular.

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CONTRACT

NEWS

Herman Miller, Stendig, Corry Jamestown win 1985 ROSCOE Awards for product design

New York—Office furniture manufacturers Herman Miller, Stendig, and Corry Jamestown are among recipients of 1985 ROSCOE Awards for product design.

Contest sponsor Resources Council Inc. recognized 42 winning designs when it presented prizes to contract and residential designers, manufacturers, and distributors during an awards dinner at The Rainbow Room. Winners received commemorative prisms created by Tiffany and Co.

A seven-member jury chose winners from among 317 entries. Panel members included: Robert Metzger, ASID, Robert Metzger Interiors Inc.; Massimo Vignelli, Vignelli Associates; Alessandro Vittorio, Promosedia; Martin Zelnik, AIA, ASID, IDEC, Interior Design Department, Fashion Institute of Technology; Gloria Blake, *FDQ Design South* magazine; Stanley Abercrombie, *Interior Design* magazine; and Doreen Shelley, *Metropolitan Home* magazine.

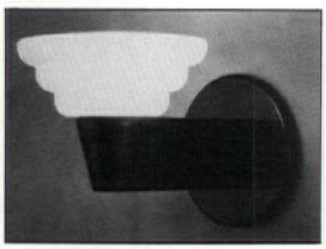
Category winners

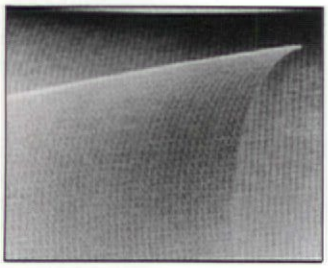
For many product categories, individual and group entry winners were named. In the contract furniture/seating category, Corry Jamestown received a ROSCOE for individual entry QQ Seating, designed by Robert Whalen. Group entry Bridgehampton, designed by Davis Allen/SOM, earned a ROSCOE for Stendig International.

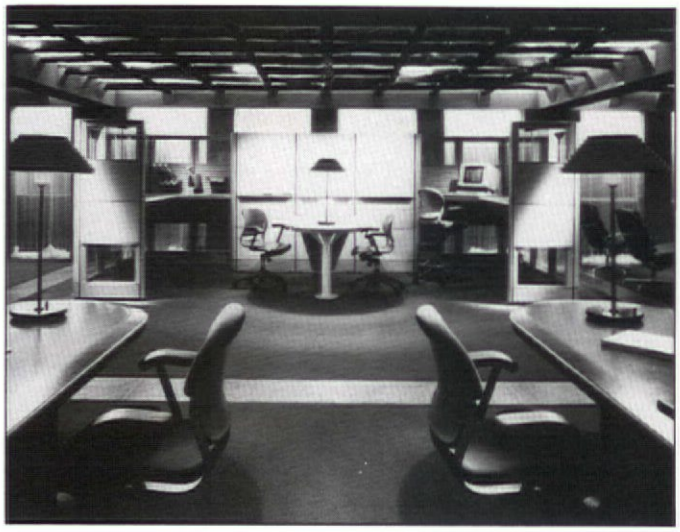
In the open plan furniture systems category, Herman Miller was honored for Ethospace Interiors. Ethospace, winner of two gold awards in the 1985 IBD/CONTRACT Product Design Competition, was designed by Bill Stumpf and Jack Kelley.

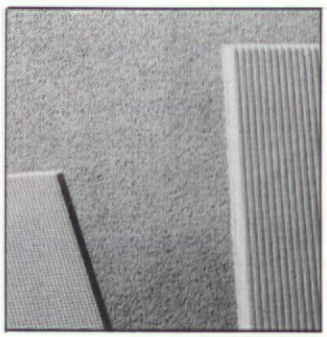
Individual entry Moray table/desk earned a ROSCOE for Keiser-Newman and designers Bruce Keiser and Don Newman in the contract furniture/casegoods category; group entry H3 Grid Series,

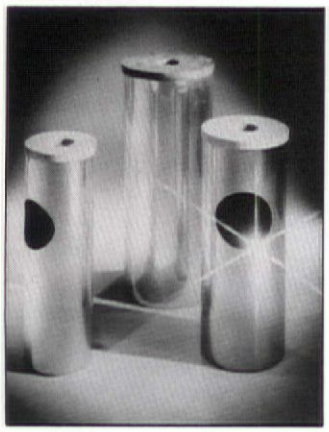
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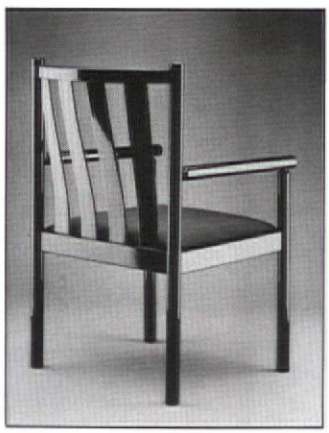




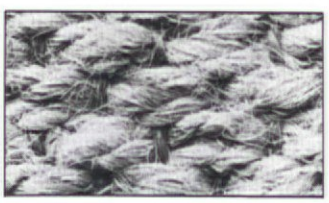




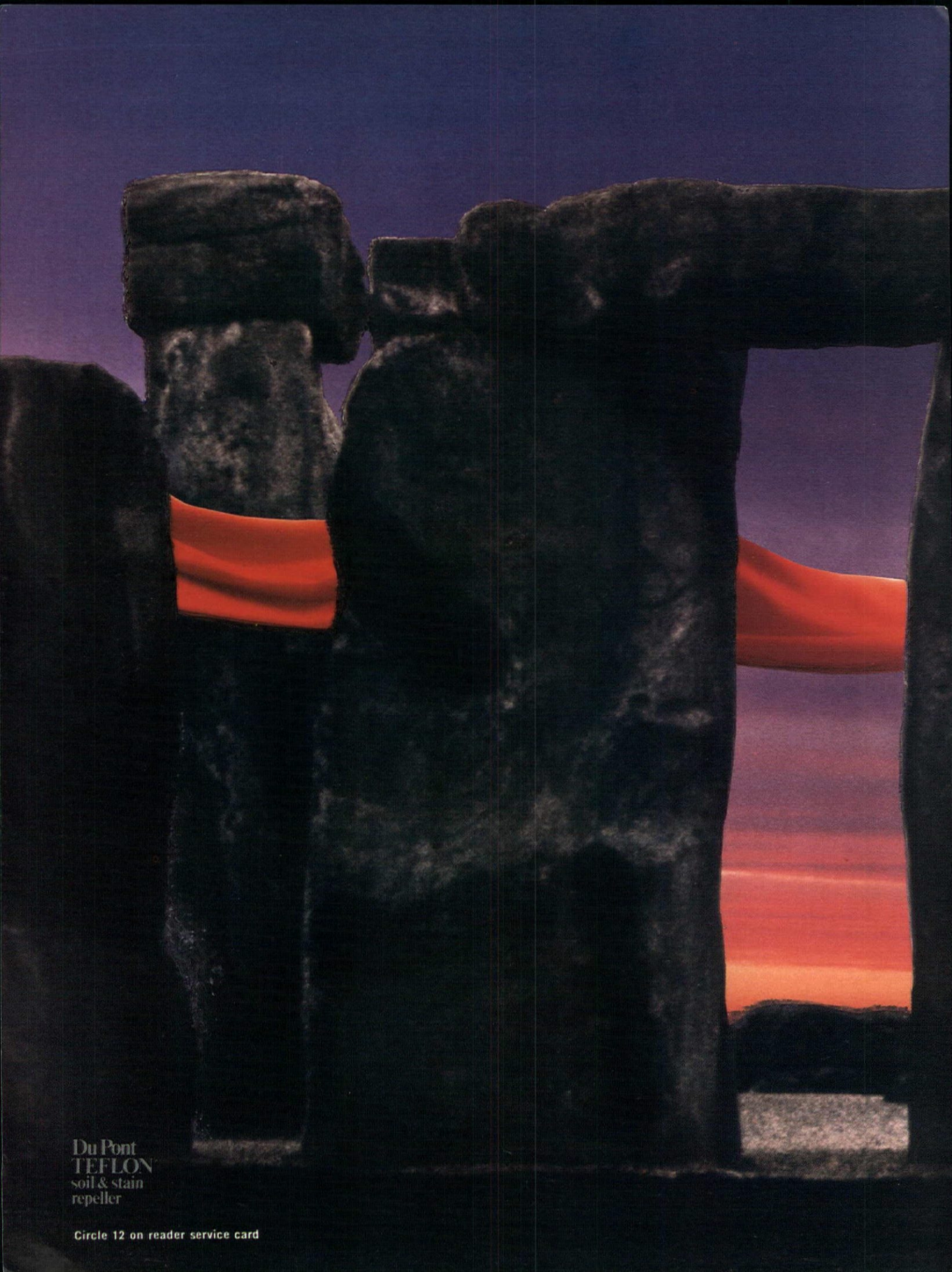








The following manufacturers are among recipients of 1985 ROSCOE awards presented by Resources Council Inc.: (clockwise from upper left) IPI for Nelly wall sconce; Herman Miller for Ethospace; Armstrong for Artran acoustical ceiling panels; Corry Jamestown for QQ seating; Jack Lenor Larsen for Tonga, Colombo, Chevron, and the Raja series; Stendig International for Bridgehampton; Architectural Supplements for Marble Top Ash/Trash Series; and J.M. Lynne Company for Natural Textures Collection.



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Awards given

(Continued from p. 19)

designed by Stephen Thurston, was Hollingsworth's winning entry.

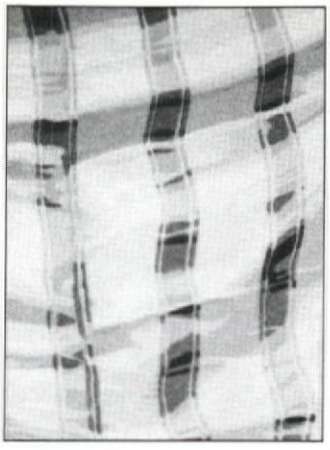
In the contract carpeting category, Saxony Carpet Company received a ROSCOE for individual entry Galway Stripe, designed by Pennie Meiselman; Jack Lenor Larsen and the Larsen Design Studio took the prize for Tonga, Colombo, Chevron, and the Raja Series in this category's group entry section.

For contract lighting, IPI and designer Roberto Pamio were honored for Nelly wall sconce. IPI was also honored for an individual product entry in the indoor/outdoor casual furniture category. Its winning design, Boca Raton chaise lounge, is manufactured by Trocadero and designed by Adam Tihany and Joey Mancini. Contract lighting's group entry winner was Summit Furniture's Aperture Collection, designed by Kipp Stewart.

Fabric winners

In the woven fabrics category, Gretchen Bellinger Inc. and designer Gretchen Bellinger were honored for individual product entry Architectural Screen. The group entry winner was Lineage, designed by Johnson/Barnett Inc. for Donghia Textiles.

Another section with dual winners was the printed fabrics/traditional adaptation category. Kashmir, designed by Bill Weaver, earned an individual entry ROSCOE for Bloomcraft; The Kavalaris Collection, created by Judith Kindler for Judith Kindler Textiles, earned a group entry award. In the patterned contemporary wallcovering category, Fresco, manufactured by Silk Dynasty and designed by Charles Falls and Eric Swenson, earned an individual



S.M. Hexter Co. received a ROSCOE for Chuchotements.

product award, while the group entry prize was awarded for Little People, a Motif Designs offering created by Marimekko. The individual entry winner in the patterned wallcovering/traditional adaptation category was S. M. Hexter Company's Chuchotements, designed by Zuber.

In the wallcovering/texture, other category, individual product entry winner was Palazzo, designed by Charles Falls and Ralph Miller for Silk Dynasty; J. M. Lynne Co. received a ROSCOE for group entry Natural Textures Collection, designed by Laura Deubler Mercurio.

The winning design in the contemporary printed fabrics category was In The Mill, designed by Carolyn Ray for Carolyn Ray Inc.; Michael McCowan designed award-winning Ribbons for Silkworks in the fabrics/handpainted, quilted category; Karastan Design Team created award-winning Nordica for Karastan Rug Mills in the contemporary rugs category; Stark Carpet Corp. and the Stark Design Studio were recognized for Portuguese Needlepoint #AV1760 in the rugs/traditional adaptation category.

Architectural materials

Artran acoustical ceiling panels, designed by Michael Jennings for Armstrong World Industries, earned a ROSCOE in the interior architectural materials category; Dobby Stripe FashionPleat Shades, designed by Janet Birch for Graber Inds. was the winner in the window systems category.

Decorative accessories were honored in a separate category, with Marble Top Ash/Trash Series by designer Paul Mayen for Architectural Supplements Inc. winning in the desk and office section. Atlanta Mortise Lock Trim, designed and manufactured by Decorative Hardware Studio, was the winner in the decorative hardware and fixtures category.

Poggenpohl USA manufactures The Series 2200, winner in the kitchen systems category. This product was designed by Team Form of Switzerland. Hastings Tile manufactures bathroom systems category winner Washmobil, designed by G. Berger and A. Stahl.

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Lighting World IV makes West Coast debut

New York—Energy-conscious trends in lighting design, lamp developments, and evaluating the quality of a lighting environment are some of the topics scheduled for professional discussion when Lighting World IV makes its West Coast debut, May 11-13, Los Angeles Convention Center.

The 1986 show is further distinguished as the first event held in a consecutive year. In the past, Lighting World was held during alternate years in New York.

300 manufacturers

In addition to a planned seminar/workshop program, more than 300 leading manufacturers from around the world will display their products in an exposition area nearly three times larger than that of Lighting World III.

This year's event, co-sponsored by the International Association of Lighting Designers, Illuminating Engineering Society of North America (IESNA), and Southern California Section of the IES, features noted architect Charles Moore as keynote speaker. Los Angeles Mayor Tom Bradley is expected to officially declare the week of May 11 as Lighting Week during opening ceremonies.

Special events

A special events program featuring local lighting installations has also been planned for the show. Included in this section is a presentation by Imero Fiorentino, lighting consultant to the performing arts. Fiorentino will describe his lighting installation at what is billed as the largest, clear-span aluminum dome in the world. This dome houses the late Howard Hughes' "Spruce Goose."

To encourage an exchange of information between architectural and entertainment lighting professionals, the Theatre, Television, and Film Lighting Committee of the IESNA will hold its annual conference in conjunction with Lighting World.

ASID participation

The American Society of Interior Designers, Los Angeles Chapter of the American Institute of Architects, and the Southern California Chapter of the Institute of Business Designers are also participating.

Travel Planners Inc., New York City, serves as travel coordinator for the show and is offering major discounts on airfare. Information on travel packages can be obtained by contacting the company at 800/221-3531 (in New York, 212/473-4688).

For more information on Lighting World IV, contact National Expositions Company Inc., 49 West 38th St., Suite 12A, New York, NY 10018.

Selected List of Exhibitors

EXHIBITOR	BOOTH #
Abolite Lighting Inc.	424
Alkco Mfg. Co.	107
A.L.P. Lighting & Ceiling Prods.	120
American Glass Light Co.	1010
American Louver	929
Artemide Inc.	132
Atelier International	346
Louis Baldinger & Sons	842
Boyd Lighting Co.	1055
Capri Lighting/Sub. Thomas Inds.	201
The Classic Illumination	134
Columbia Lighting Inc.	559
Crouse-Hinds Lighting	707
D'Lights	820
Dazor Mfg. Corp.	719
Devine Lighting	305
Electrix	1028
Elliptipar Inc.	527
Envel Design Corp.	812
The Feldman Co.	441
Gardco Lighting Inc. Div. Thomas Inds.	212
Georgian Art Lighting	461
Guth Lighting	105
Hadco Div. of Craftlite	215
Halo Lighting/McGraw Edison	231
Illumalights Mfg./New Horizons	454
Intalite Louvers & Ceilings Inc.	423
Keene Lighting Prods.	320
Kenro Light	1206
Kliegl Brothers	904
Koch & Lowy Inc.	524
Lazin Lighting	521
Ledu Corp.	141
Lighting Services Inc.	730
Lightning Bug Ltd.	1007
Lightron of Cornwall	334
Litelab Corp.	313
Lucifer Lighting Co.	607
Lutron Electronics Co.	404
Luxo Lamp Corp.	202
McPhilben/Omega Lighting/ Div. Emerson Elec.	508
Mecho Shade Corp.	925
Modulightor Inc.	1012
Neo-Ray Products Inc.	351
Nessen Lamps Inc.	1016
Progress Lighting	626
Ron Rezek Lighting	137
Roxter Mfg. Corp.	710
J.H. Spaulding Co./Indalux	907
Staff Lighting Corp.	401
Starfire Lighting Inc.	321
Steelcase Inc.	165
Sterner Lighting Systems	1029
Strand Century	317
Stretchwall	925
Swivelier Co. Inc.	341
Thunder & Light Ltd.	147
Time Square Lighting	440
Tivoli Industries Inc.	806
Trimtrac Lighting Corp.	756
Visa Lighting	325
Vista Lighting Co.	103

Local designers advise Fla. center

Dania, Fla.—Ten of south Florida's leading designers have been appointed to an advisory board for the locally based Design Center of the Americas.

All professionals were chosen on the basis of recommendations made by the center's showroom owners and managers, as well as by local design group chapters.

Members of the board include: Michael Wirtz, Michael Wirtz Designers; Bud Merle, Bud Merle and Associates; Richard Clew, Continental Interiors; Dennis Jenkins, Dennis Jenkins Associates Inc.; Dorothy deSaulnier, Coral Ridge Interiors Inc.; Tom Walsh, Designer's Studio; Reinaldo Vera, B.K.V. Inc.; John MacKenzie Venters, Comprehensive Design Development Group; Virginia Courtenay, Virginia Courtenay Interiors Inc.; and Howard Snoweiss, Joyce/Snoweiss Design Group Inc.



IBD trustee leads conference

***Chicago**—Sue Wood, IBD, chairs the Institute of Business Designers' second annual conference, "In the Business of Design." The event is scheduled for June 9-10, Chicago. Call 312/467-1950 for details.*

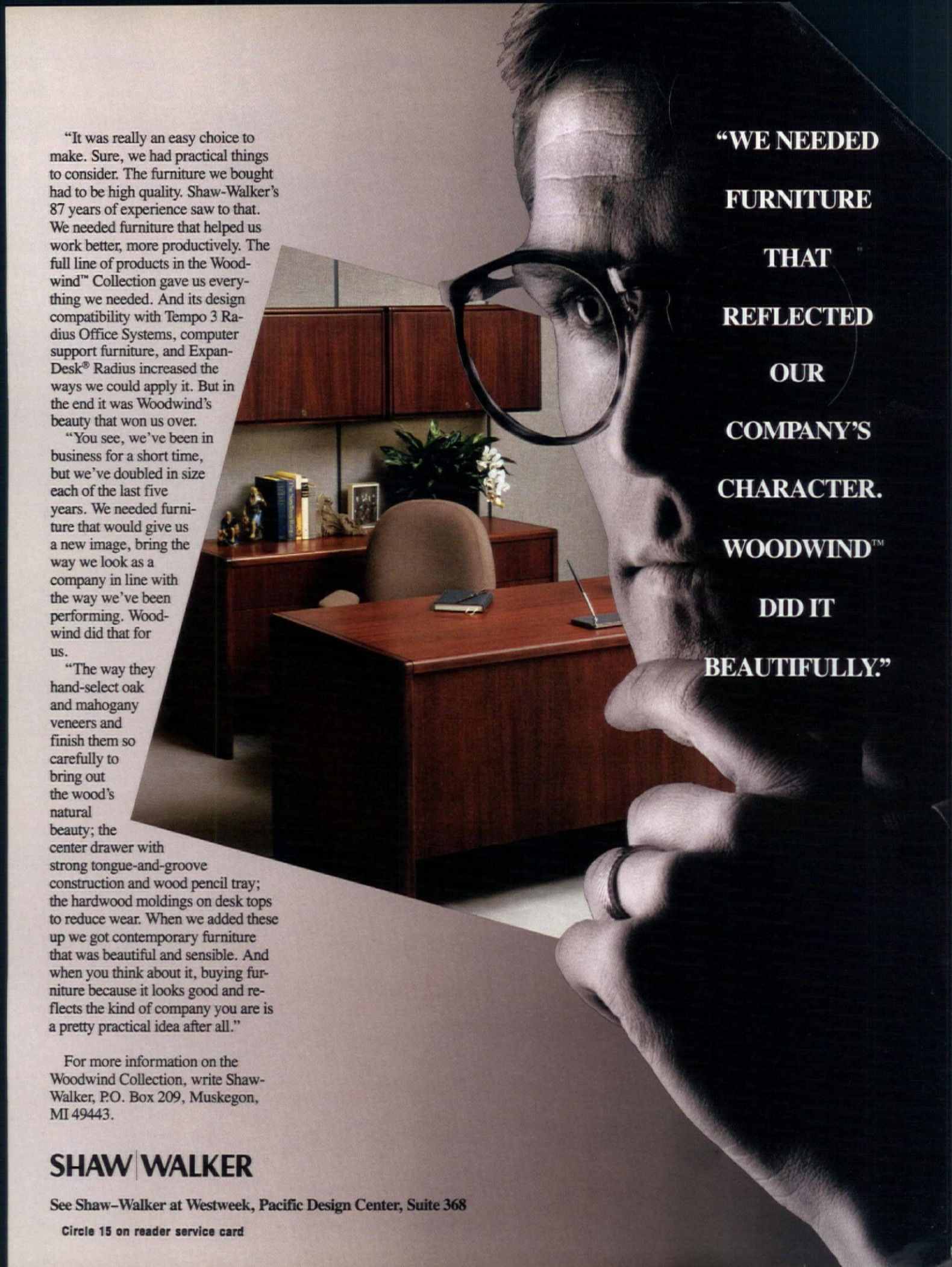
More Americans expected at 1986 fair, Copenhagen

Copenhagen—Widening appeal of Nordic furniture designs in the U.S. has led Scandinavian Furniture Fair officials to expect the largest American attendance ever at this year's show, May 7-11.

Says Henning Klestrup, fair spokesman and director, Danish Furniture Manufacturers Association, "We have found that the new generation of Scandinavian designs is appealing to several U.S. market segments—contract specifiers, designer showrooms, Scandinavian specialists, conventional furniture stores, plus high-end and moderate-priced retailers."

Within the past year, he adds, several major distributorships and showrooms for Scandinavian furniture have been established in New York, Texas, and California, making items more available to the American public.

To be held in Copenhagen's Bella Center, the 1986 fair promises to be the largest.



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"You see, we've been in business for a short time, but we've doubled in size each of the last five years. We needed furniture that would give us a new image, bring the way we look as a company in line with the way we've been performing. Woodwind did that for us.

"The way they hand-select oak and mahogany veneers and finish them so carefully to bring out the wood's natural beauty; the center drawer with strong tongue-and-groove construction and wood pencil tray; the hardwood moldings on desk tops to reduce wear. When we added these up we got contemporary furniture that was beautiful and sensible. And when you think about it, buying furniture because it looks good and reflects the kind of company you are is a pretty practical idea after all."

For more information on the Woodwind Collection, write Shaw-Walker, P.O. Box 209, Muskegon, MI 49443.

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See Shaw–Walker at Westweek, Pacific Design Center, Suite 368

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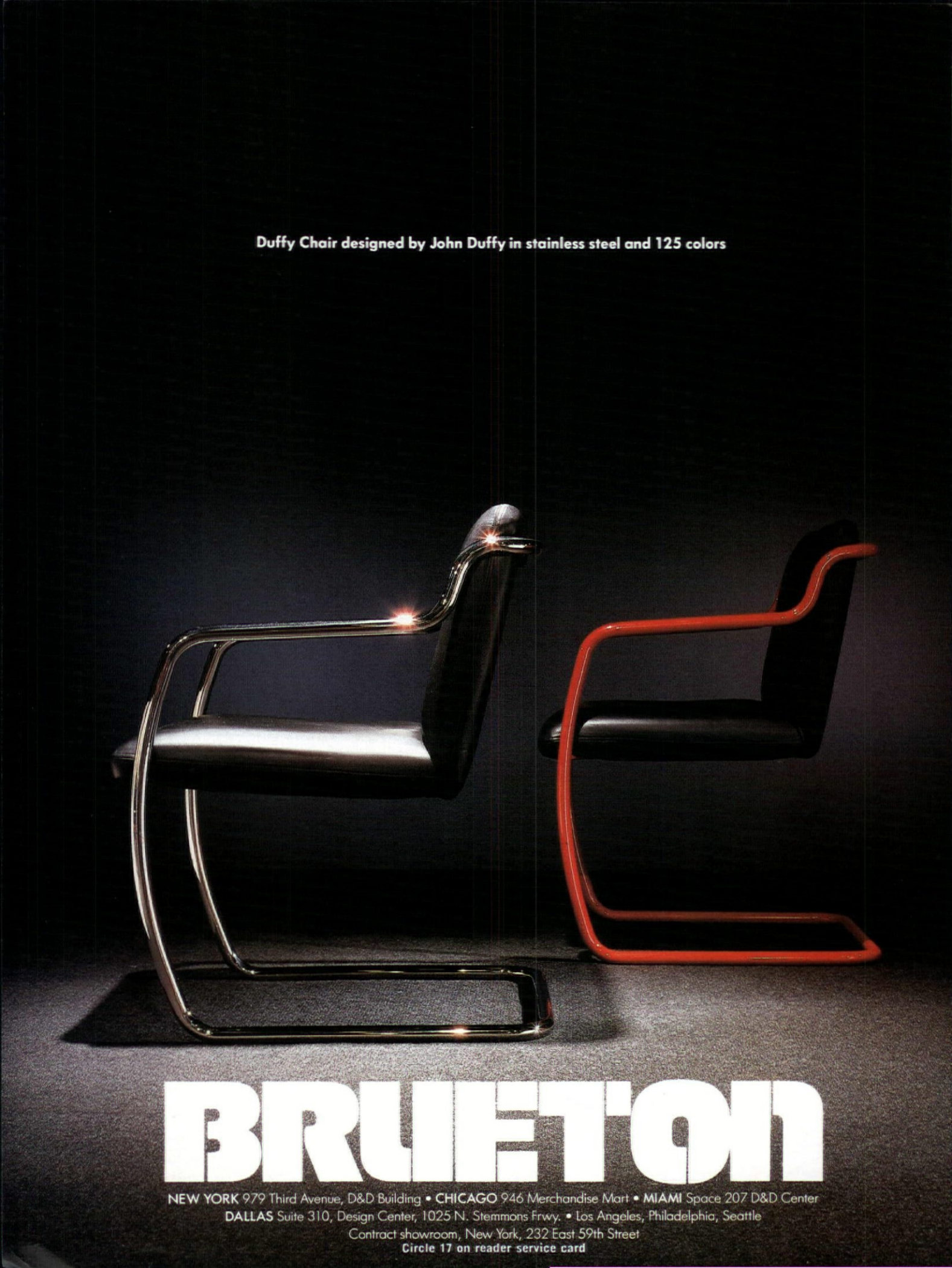
At Panel Concepts the commitment to customer satisfaction doesn't start and stop with quality products and fast delivery. It's backed by easy specification, simplified installation and conscientious customer service.

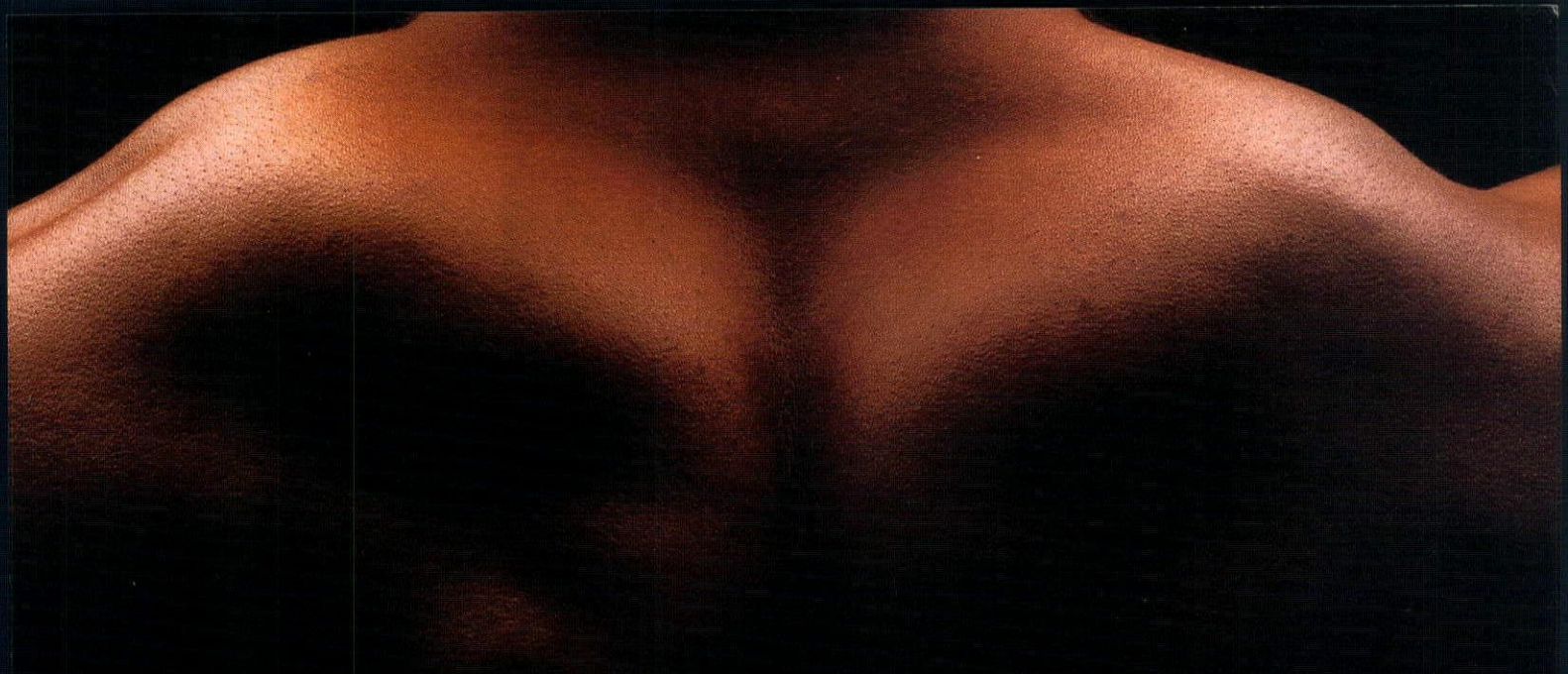
Let us show you how easy it is to go from floorplan to open plan in only 4 to 8 weeks. For complete information on SYSTEM 2PLUS™ and our fast delivery programs, call toll free **1-800-854-6919** (in California 1-800-422-2101). Or write Panel Concepts, Inc., P.O. Box C-25100, Santa Ana, California 92799-5100.

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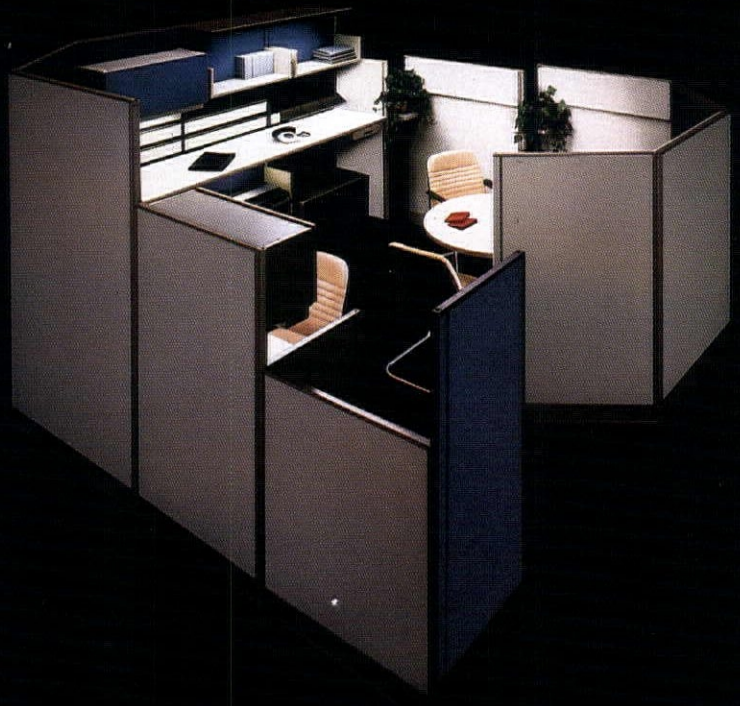


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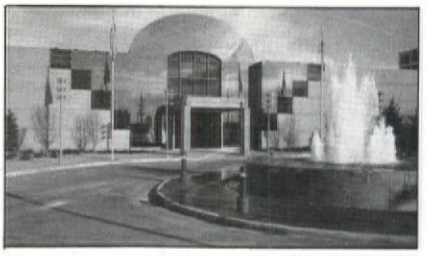
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Expanding the limits of human performance.

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1st annual design forum to be held in Denver, May 16

Denver—The Denver Design Center is sponsoring its first annual design forum on Friday, May 16. Titled, "Rocky Mountain Design: The People, Projects, and Products," the five-session program will feature nationally known professionals in the design, arts, and facility management fields.



The Denver Design Center is the site of the first annual Rocky Mountain design forum, to be held May 16 in Denver, Co.

An audio-visual presentation of the best of Rocky Mountain design will open the forum on Thursday evening, May 15. A jury of six leaders of various design disciplines will make the selections. For more information, contact Rebecca Ebershoff, director, Denver Design Center, 595 South Broadway, Denver, CO 80209; 303/733-2455.

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Scandinavia gears up for 20th annual fair

Copenhagen, Denmark—The 20th annual Scandinavian Furniture Fair is scheduled to take place May 7-11 at the Bella Center exhibition hall in Copenhagen. More than 500 exhibitors of residential and contract furniture from Denmark, Sweden, Norway, Finland, and Iceland will showcase new designs at this show, which officials expect to be the largest and most well-attended in history.

A number of U.S. travel agents are offering special packages to the fair that include airfare, hotel accommodations, and in some cases, breakfast. They are: Garlin Travel, Philadelphia, Pa.; Horizon Travel, Olathe, Kans.; Johnson Travel, Franksville, Wis.; Official Scandinavian Travel, Phoenix, Ariz.; and Steiness Travel, Northport, N.Y. For more information, call or write: Scandinavian Furniture Fair, Suite 634, 156 Fifth Avenue, New York, NY 10010; 212/807-6904.

Expansions: Smokador opens 60,000-sq.-ft. HQ

Smokador, an office accessory division of Sheller-Globe Corp., recently opened a new 60,000-sq.-ft. headquarters and manufacturing facility in Edison, N.J. . . . **Shelby Williams Systems** is adding 60,000-sq.-ft. to its manufacturing facility in High Point, N.C. . . . **Haworth** is expanding its Canadian manufacturing facility to a total of 38,000 sq. ft. of distribution and manufacturing space . . . **Borroughs Division of Lear Siegler, Inc.,** has recently completed a 90,000-sq.-ft. expansion in Kalamazoo, Mich.

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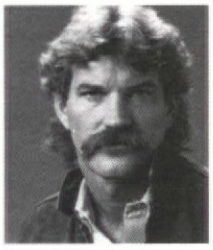
The assignment: Redesign a decades-old Pullman sleeper into a rolling hotel for business travel.

The media: WILSONART Color Quest™ decorative laminates and Decorative Metals.

The designer: Thomas J. Bolin, ASID, Planning & Design, Inc., Minneapolis.

Bolin comments: "WILSONART surfacing products offered me both the color and surfacing finish choices and the easy-care, hard-wearing characteristics I had to have to pull off this assignment.

"I needed a comfortable, luxuriously appointed interior that wouldn't feel confining despite the space limitations (of an 85′ x 10′ car), while meeting the unusual functional requirements of outfitting a moving, smoke-spewing train. WILSONART gave me the solution."



Thomas J. Bolin, ASID
Planning & Design, Inc., Minneapolis

The dining/conference area (photo below) set the Art Deco design referent used throughout the car. The visual expansion is created with a color progression of Mauve Mist to Wildrose to Amethyst gloss decorative laminates on the inset ceiling.

The same palette forms table tops and decorative inlays on Northsea-clad cabinets, with gloss Black accents.

WILSONART Satin Brushed Natural Aluminum clads pocket dividers which open to pass-through service from the kitchen.

The results: A delighted client, whose goals have been fully realized through fine design partnered with WILSONART materials.

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CFF annual meeting scheduled for April 6-9

Alexandria, Va.—NOPA's Contract Furniture Forum (CFF) will hold its annual conference April 6-9 at the La Costa Resort, Carlsbad, Calif. An annual meeting for the Budget Furniture Forum (BFF) will follow at the same place, April 9-11. This will allow CFF members who are currently selling budget furniture, or planning to do so, to attend both meetings at one location.

Two and a half days of seminars, plus a golf tournament highlight the conference agenda. For more information, write CFF, National Office Products Association, 301 North Fairfax Street, Alexandria, VA 22314; 703/549-9040.



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Marshall, Enfield join CONTRACT staff

CONTRACT is pleased to announce the addition of two new staff members, John Marshall and Carrie Enfield, to our team of editors and sales representatives.

Marshall joins CONTRACT as an assistant editor after serving seven months as an editorial trainee at Gralla Publications. He will be writing the Lighting Line column, previously authored by associate editor, Dana Dubbs, who left the magazine in February to be a West Coast field editor for the company.

Enfield has been a sales representative for CONTRACT since January, filling a spot vacated by William Dahdah.



Marshall



Enfield

Acquisitions: La-Z-Boy to acquire Rose-Johnson

La-Z-Boy Chair Company, located in Monroe, Mich., will acquire **Rose-Johnson Inc.,** Grand Rapids, Mich. and its affiliate companies. The two firms recently signed a letter of intent and company officials said that both will continue to operate as autonomous entities . . . **Nanik,** a leading manufacturer of wooden venetian blinds, has acquired **The Shuttery of Scottsdale,** a distributor in Scottsdale, Ariz . . . All divisions of **Hoboken Wood Floors,** including **New England Hardwood Floors** and **Adirondack Wood Flooring Corp.,** are now under the same company name . . . **Directions in Design, Inc.,** a Chesterfield, Mo. design firm has agreed to purchase **Jeanine Chapman Interior Design,** Columbia Mo. . . . **The Facilities Decision Group,** a division of **Interspace Inc.,** Philadelphia, Pa. has acquired **Sherrill Associates,** an architectural programming and facilities planning firm . . . **Hixson Design** and **Cindi Kerr Graphic Design,** both of Charlotte, N.C., merged operations as of Jan. 1.

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Its tiny low voltage halogen reflector lamp performs brilliantly, creating an intense light in 20 or 35 watts with excellent color rendition and superb beam control. And, the uncommonly reliable, energy-efficient MR-11 makes a highly economical and versatile solution for numerous applications, both residential and commercial.

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For more information, call Sharon David toll free at (800) 421-5927, or write **Executive Office Concepts,** 1715 Anderson Avenue, Compton, California 90220. Showrooms, Representatives and factory chartered deliveries nationwide.

EOC

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Competitions: Free trip for Lighting World poster designer

• **The person who designs the best Lighting World 5 poster will win a free trip** to Lighting World 4 in Los Angeles, May 11-13. The due date for camera-ready art is April 11, 1986. Send it to National Expositions Co., 49 West 38th Street, New York, NY 10018. For further information, contact Marion Greene, National Expositions, ph. 212/206-1281.

• **The Chicago Regional Chapter IBD is sponsoring a design problem for the IBD/Wilsonart competittion** that calls for conversion of a 19th century firehouse into a bed and breakfast inn. Deadline for submissions to the Chicago chapter is April 1, 1986. Winners may receive up to $1,000, plus a certificate of merit. For further information, contact Betsy Baer, IBD, 1155 Merchandise Mart, Chicago, IL 60654; 312/467-1950.

• **The best industrial designs for the year will be given the Industrial Design Excellence Awards** by the Industrial Designers Society of America (IDSA) at its annual conference. Twelve categories are offered and those who are interested should obtain an entry kit from IDSA. Projects placed on the market after May 2, 1984, and before May 2, 1986 are eligible. Deadline for submission is May 2, 1986. For more information, write IDSA, 1360 Beverly Road, Suite 303, McLean, VA 22101-3671.

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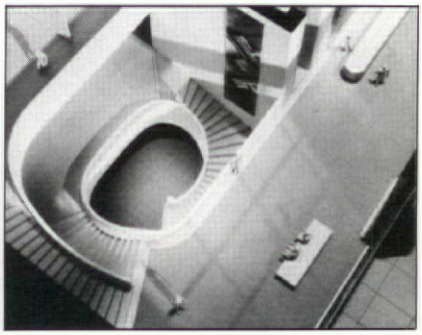
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American Craft Museum in final construction phase



Model of 41-ft. stair-atrium planned for American Craft Museum in New York City.

New York—The final phase of construction on the new American Craft Museum at 40 West 53rd Street, began recently in New York City. Designed by Fox & Fowle Architects, the four level museum, located across the street from the Museum of Modern Art, is scheduled to open in Fall 1986.

The new facility includes a gallery, lecture, and curatorial facilities. The building will also function as an autonomous condominium fully owned by the American Craft Council. Its upper and middle level galleries will be used for the museum's permanent collection, thematic exhibitions, single artist exhibits, and museum shop. A 41-ft. stair atrium will allow visitors to view the upper two gallery levels from the West 53rd Street sidewalk entrance. The lower level will be a combination special event lecture, and gallery space.

New Assignments: 3D/International selected for INNOVA's exhibit

The architectural/design firm **3D/International,** has been selected to design and fabricate INNOVA's "Office of Tomorrow Today" exhibit in Houston, Tex. It will premiere at the Office Automation Conference, March 24-26 at Houston's Astrohall Complex and will be relocated to INNOVA for a year afterwards . . . **Sikes Jennings Kelly,** Houston, will design the Radisson Plaza Hotel, a 300,000-sq.-ft., 386-room hotel planned for the Prudential Town Center, Southfield, Mich. . . . **Kenneth Parker Associates,** Philadelphia, Pa. has been commissioned by the Commonwealth of Pennsylvania to design a new 350,000-sq.-ft. State Capitol building addition in Harrisburg . . . **Mellon-Stuart Co.,** Pittsburgh, Pa., has been awarded the contract for a $40.6 million expansion to State Farm Insurance Company's corporate headquarters complex in Bloomington, Ill. . . . Twelve new clients representing an aggregate project volume of over 1 million sq. ft. have commissioned **Avenue** (formerly RMM), Chicago, for work in 1986 . . . The new Steelcase showroom at IDCNY will be designed by the **Hillier Group,** Princeton, N.J. . . . The U.S. Embassy in Abidjan, Ivory Coast, Africa will be designed by **Herbert Beckhard Frank Richlan & Associates,** New York, N.Y. **The International Design Group of Toronto** will design Centre Eaton de Montreal, a new retail shopping plaza located in the city's downtown core.

Artemide sponsors Memphis exhibit at Cooper-Hewitt

New York—An exhibit of original drawings and designs by members of the Italian-based design group, Memphis, opened January 21 and will continue through April 13 at the Cooper-Hewitt Museum in New York City. Titled, "Memphis/Milano," the exhibit is sponsored by Artemide, whose founder, Ernesto Gismondi, was one of the key people responsible for establishing the Memphis movement.

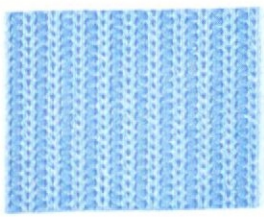
Challenging 20th century principles of design in which form follows function, Memphis designs reject predictable forms in favor of combinations of seemingly unrelated material, and vibrant, often clashing colors and patterns. This particular exhibition features an extensive range of furniture, fabric, architecture, and lighting drawings, plus examples of seating, storage, display furniture, ceramics, glass, textiles, and lamps.

The exhibit occupies the entire second floor of the Cooper-Hewitt Museum, located at 2 East 91st Street, New York City. Hours are 10 a.m. - 9 p.m. on Tuesday; 10 a.m. - 5 p.m. Wednesday through Saturday; and noon to 5 p.m. on Sunday. The museum is closed on Monday and general admission is $2 per person.

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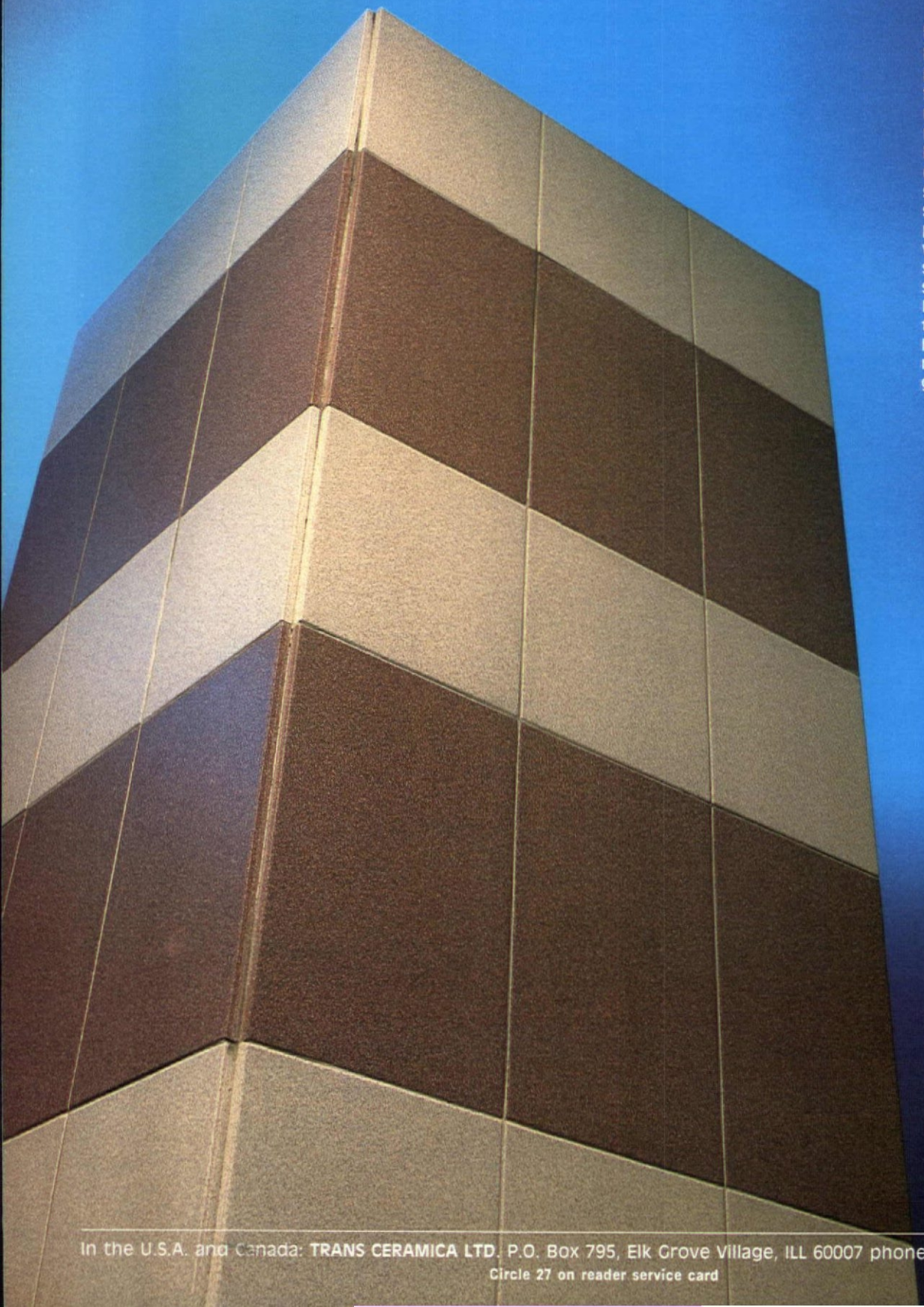
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For KPFC, custom design for clients leads to manufacture & mass market appeal

The profit motive behind most product design played no role in the development of several recent introductions, ranging from fabrics to fully wired workstations created by interior design firm Kohn Pedersen Fox Conway Associates (KPFC), New York, for three corporate clients.

So notes Randy Gerner, principal, KPFC, who cites the firm's commitment to expanded service and client satisfaction as KPFC's primary reason for developing custom product designs.

Committed to good design in custom creations that fill a market void, KPFC is "interested in developing interior architecture and design that is wholly consistent, where all fixed elements blend together homogeneously," observes Gerner, in describing the firm's approach to product styling.

Contractual arrangements for the manufacture of KPFC's custom lines are made between the client and the chosen product manufacturer. "We encourage clients to write into their contract that the product be part of the manufacturer's line and be established at a price and quantity for the client's convenience. What has happened is that manufacturers have realized that our products are mass-marketable. The mass appeal of our designs certainly wasn't part of the initial concept," says Gerner.

Defining itself as a company hired by clients to represent them in the contract field, KPFC's first duty is to serve the client. "The central reason behind seeking manufacturer support was to obtain guarantees for product servicing and purchasing on behalf of the client," stresses Gerner.

Spec'd by competition

Yet, some—and potentially all—of KPFC's lines are now enjoying industry acclaim as commercially mass-produced items available through major manufacturers. The products' success, initially measured by client approval, has now topped the expectations of KPFC designers who note that their own carefully engineered lines are appearing on the presentation boards of competitors! Robust industry interest in KPFC's new product lines for lighting, fabrics, carpeting, a ceiling system, and a powered workstation has the firm planning future product development down the line.

KPFC's first venture into product design took place during planning of the Home Box Office (HBO) New York City headquarters, occupied in the fall of 1984 (August, 1985 CONTRACT). A series of lighting fixtures were developed for public and private spaces of HBO, in addition to a boardroom table crafted by artist Rick Wrigley. KPFC will develop future lines with Wrigley through joint venture.

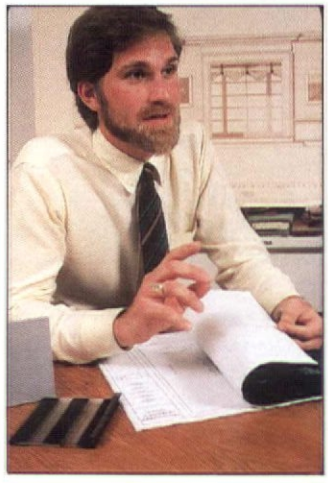
The most extensive work with mass-production application, however, has been done for clients Procter & Gamble (P&G) Cincinnati, Oh., and the New York offices for the Equitable Life Assurance Society of the United States. The former space, featuring five KPFC products, was occupied in June, '85; Equitable became operational in January, '86.

Most notable is the KPFC lighting fixture created for P&G and now in production at Peerless Electric Co. Developed for use with computers, the non-glare, low-level



Product Photography by Peter Aaron, Esto

According to KPFC principal Randy Gerner, providing expanded service to clients was the primary reason behind the firm's venture into custom product design for clients. Lighting, workstations, fabrics, and carpeting were among lines designed by KPFC for client Procter & Gamble (above). Lines are currently being mass-produced by major manufacturers.



KPFC designs products to better serve the client

ambient light features an exposed light source that creates the illusion of heightened brightness. This furniture-integrated fixture virtually eliminates VDT screen glare.

After researching manufacturers to produce the lighting design, terms were reached with Peerless that included a fixed price for the client, along with escalation after a given period of time. Three manufacturers were initially approached with the idea in the fall of 1983. The deal was set with Peerless in spring '84.

Also completed for Procter & Gamble was a customization of the UPS System workstation manufactured by JG Furniture Systems. The line, modified by KPFC to appeal to senior executives, features mahogany edging and a change in worksurface size to accommodate computers. The system's panel fabrics, softened and made acoustically sound, are currently being produced by Guilford of Maine.

Designed carpeting

In addition to these products, carpeting was specially created for P&G to feature a pattern that relates to the corporate headquarters' octagonal tower shape. The building scale, in short, is reflected in carpeting that echoes interior geometry. Manufactured by Interface, this product is subject to contractual agreements that favor the client's interests.

P&G fabrics, now produced by Knoll in its Triad line, offer three custom colorations which were created by Kohn Pederson to respond to carpet patterning and colors of the facility. The palette is composed of rose, seafoam green, and teal blue applied in an interchangeable pattern to achieve various effects.

A finely profiled ceiling spline/suspension system was also developed for P&G. It is now being manufactured for specifiers as well.

New challenges

The Equitable Life Assurance project represents the most detailed of KPFC's product design programs undertaken thus far for a given client. Four product lines were developed for Equitable in close cooperation with manufacturers and the client. Custom workstations, finishes, fabrics, and lighting were tailored to the needs of the corporation.

Workstations developed by KPFC along with Spec'built respond to the client's need of an open plan format that affords an element of privacy. A Georgian-inspired design vocabulary was used, creating a traditional feeling for high-tech workspaces that feature wire management, computer support, and extensive storage. Three varieties of workstation for clerical, mid-management, and upper management levels offer pylon anchors that offer storage and wire management capability. Metal frames support the entire system, while panels are finished with a highly resistant Polane finish developed by KPFC along with Sherwin Williams.

The stations offer etched-glass windows, each of which has a border of clear glass that lets occupants "see" without being seen necessarily. Worksurfaces for the system are of cherry wood.

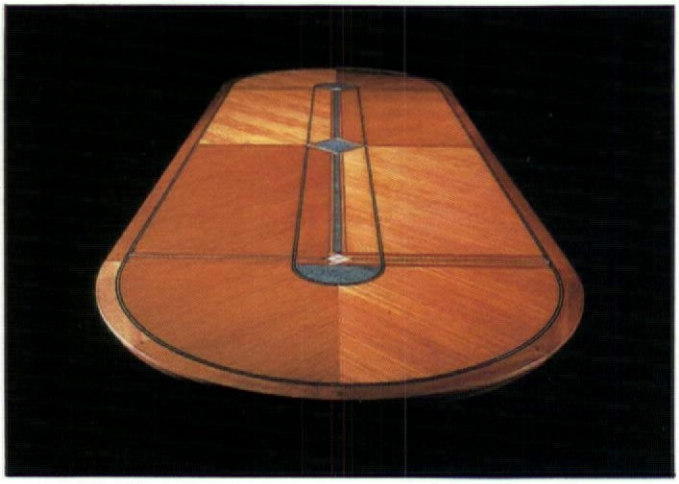
An uplight ambient system and a downlight task fixture developed by Peerless were integrated into workstations. In addition, cove lighting by Lightolier is mounted on fixed partitions, picking up a cornice detailing from workstations.

Custom fabrics created

Fabrics created by KPFC for the project pick up on the installation's traditional patterning and relate to finishes. For example, a marble floor diamond motif is reflected in fabric now commercially available in the "Diamonds" collection of producer Unika Vaev. This fabric was the hottest textile line displayed at NEOCON 17.

Designers primarily responsible for product development at KPFC include Judy Swanson, principal; Teri Figliuzzi, design resource director; Chris Sudduth, design resource coordinator; and Anne Manning, senior designer.

Their collaborators on the manufacturer side include Sina Pearson, Unika Vaev; Harvey Waxman and Miriam Sursa, JG Furniture; Doug Herst, Peerless; Joe Zarimba, Interface; Richard Morgan, Spec'built; and Merle Lindby-Young, Knoll.—*R.W.*





Board room table and special lighting system were designed by KPFC for clients Home Box Office and Procter & Gamble respectively. Custom product design manufacture has led to mass market appeal—an unexpected development, according to designers.

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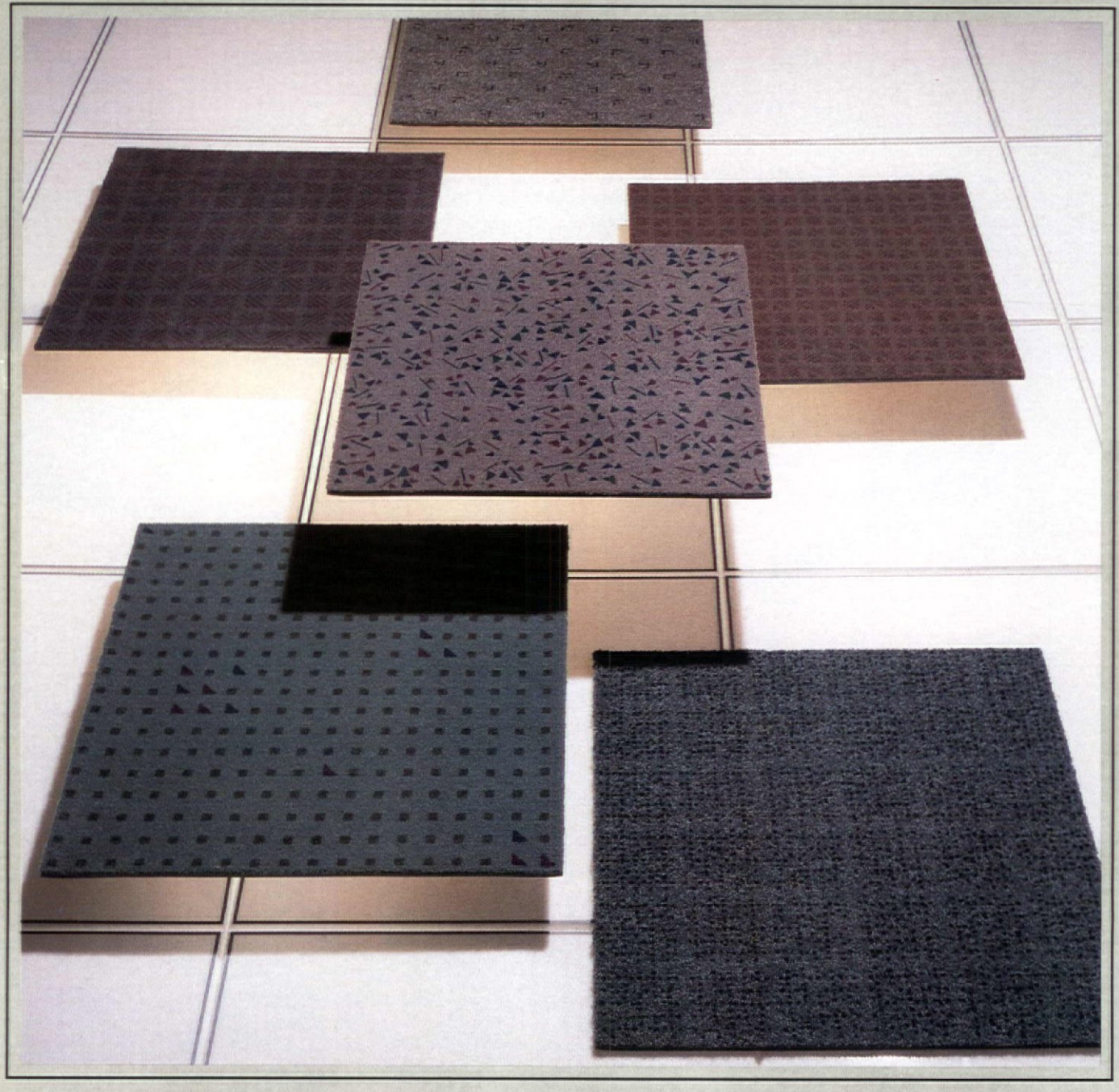


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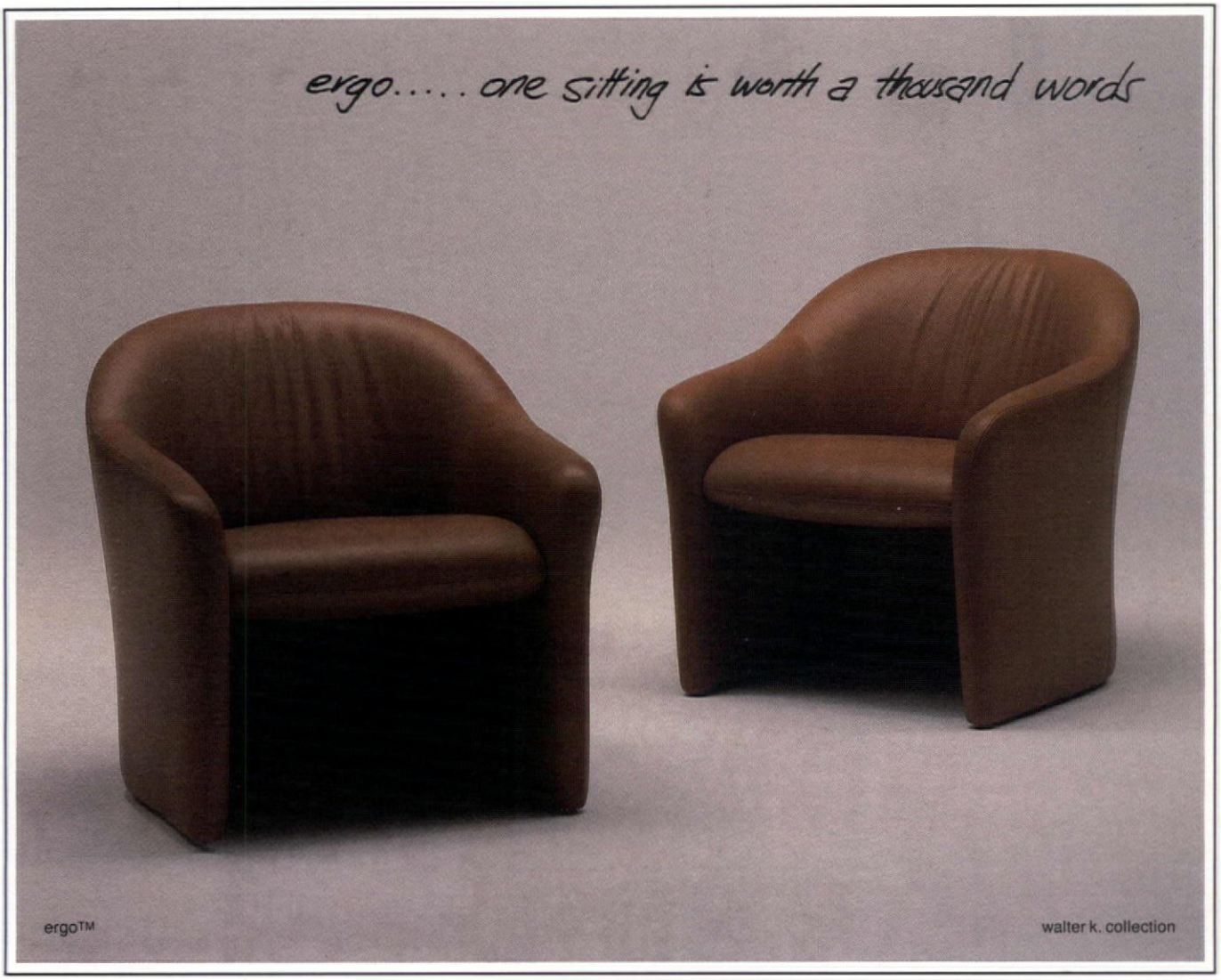
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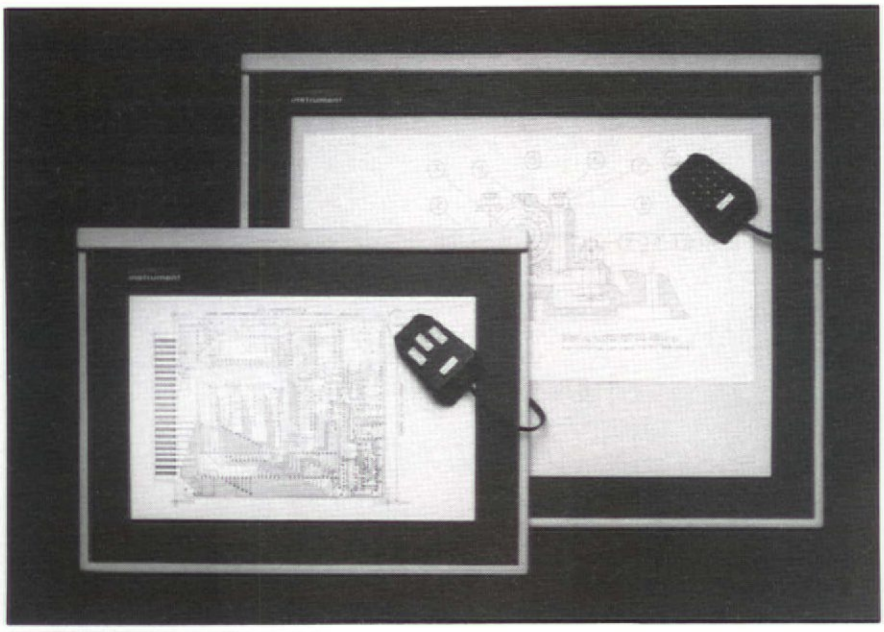


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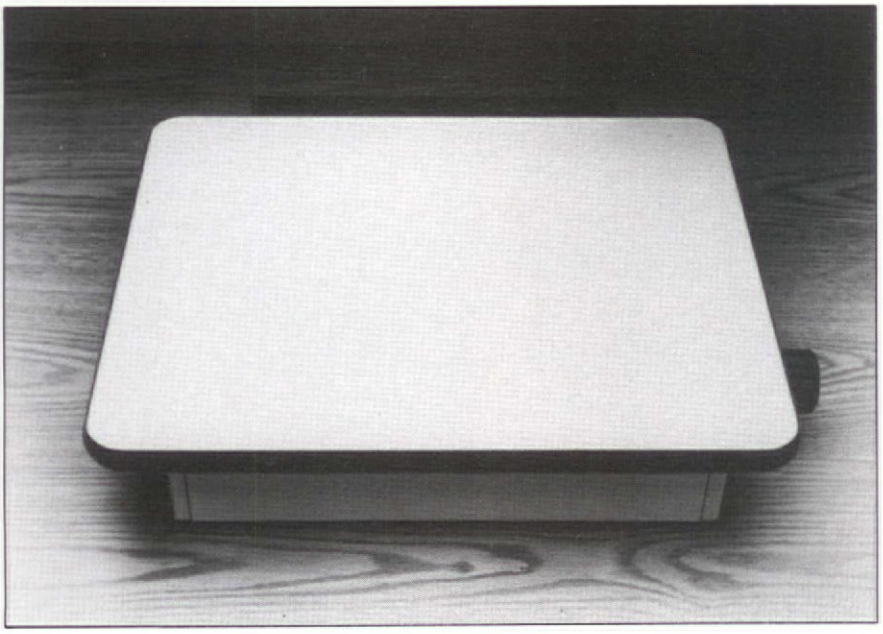
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Turntable provides 3 planes of adjustment; tilt feature helps minimize glare



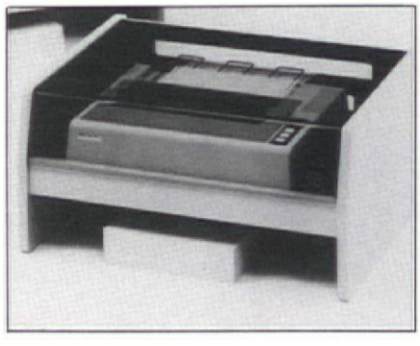
Marvel Metal Products Co.'s Multi-Mode turntable provides three planes of adjustment for CRTs. The tilt feature—seven degrees forward to a maximum of 15 degrees backward—enables the operator to position a CRT to minimize glare. Viewing distance adjustment allows an operator to move the turntable forward or backward up to 4 in.
Circle No. 388.

System offers capacity for 8, 25-pair communications cables

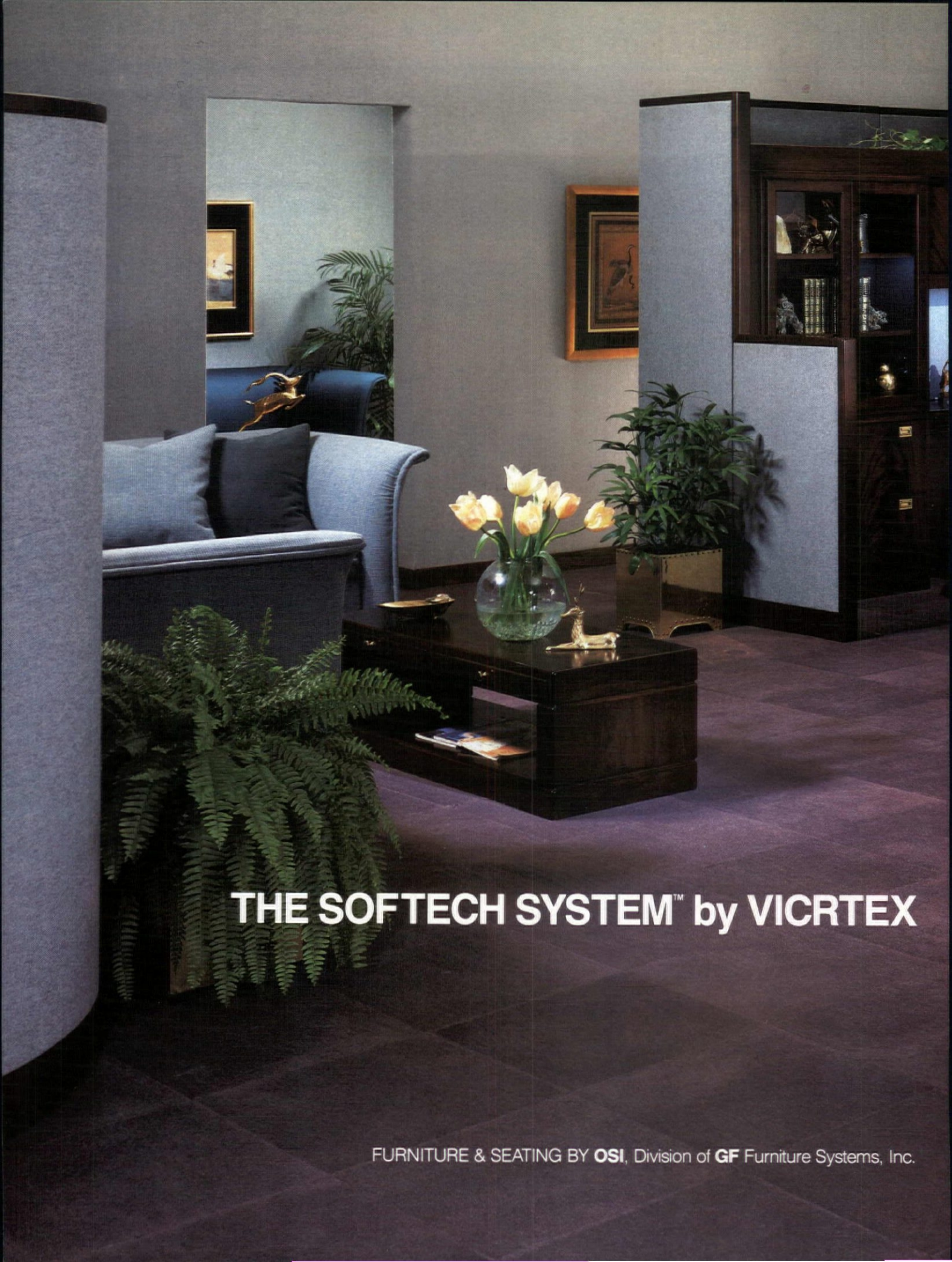


Rosemount Office Systems has developed the Private Spaces 3-Circuit Panel System to provide multi-outlet capabilities with the capacity for eight, 25-pair communications cables. The system features an isolated third circuit ground which reduces electromagnetic interference. Electronic support furniture includes fixed- and adjustable-height tables plus keyboard support surfaces that are either fixed-height or articulating. **Circle No. 386.**

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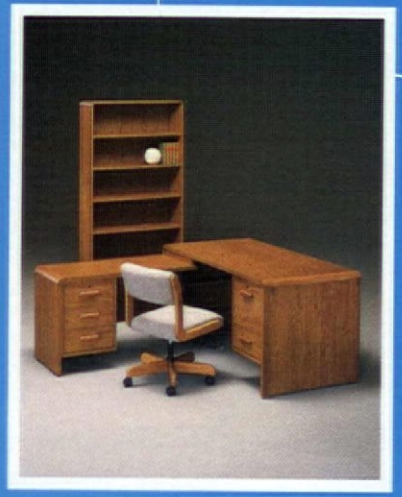
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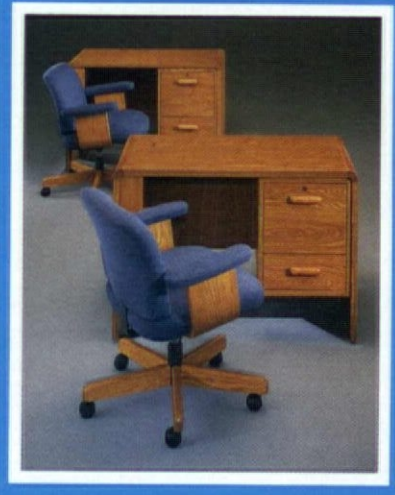
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By Sara O. Marberry



Updated color program for systems manufacturer is a marketing response to designer demand

"You can have any color you want as long as it's black" is what Henry Ford told purchasers of his first Model T automobiles back in the early 1900s. A few years ago, manufacturers of office furniture systems might have paraphrased Ford by saying, "you can have any color you want as long as it's beige." But customer demand for color has changed this attitude. Manufacturers have realized that in order to stay competitive in the marketplace, from both an economic and design point of view, they have to offer comprehensive, updated color programs. Many are doing so, and in the process, are bringing some interesting color insights to the architectural and design community.

Color changes

GF Furniture Systems, headquartered in Youngstown, Oh., is one such company that took a long hard look at its color program, decided it was outdated, and made some changes. After a year of research and development, GF introduced a new fabrics and finishes program in January. The new color system includes a selection of over 200 fabrics, plus an assortment of chair shell colors, worksurface laminates, veneers, and trim enamels. It is fair to say that this program is pretty standard as far as today's color and texture trends go, but it does represent a significant change in GF's product offering. In addition, it has generated a new color philosophy and awareness for this company that it did not have before.

"The existing line was seven years old," says Patty Younts, color researcher, Design Consultants, Lexington, N.C., who headed up the program for GF. "The majority of colors were bright primaries and GF wanted to update its product offering."

Central to GF's color program is the idea of bridging for providing a transition from an existing color installation to a new color scheme. This allows the designer to redesign a project by adding a monochromatic "let-down" of the same hue that gives the client a softer, more liveable environment. Or, it might mean updating decor by adding a fresh, new complementary color. Newer multicolored, patterned, or flecked fabrics can be incorporated into a space that has an older color palette in order to soften or change the environment. "By incorporating the bridging concept, the client or user can save money, achieve an updated look, and enjoy longevity of a product," says Younts. A Color Marketing Group chairholder and member of ASID and IBD, Younts claims that the difference between this program and GF's competitors is the research that went into it. "We took a lot of time to look at other programs and at our own sales figures for certain colors. In addition, we surveyed architects and designers across the country to find out which colors, patterns, and textures they liked," she says.



GF's new fabrics and finishes program has a selection of over 200 textiles, chair shell colors, worksurface laminates, veneers, and trim enamels.

Not surprisingly, Younts found a consensus among architects and designers for bright, clear colors. She also noted that there is great interest in different weaves, patterns, and textures. "The trend toward geometrics and jacquard patterns that has surfaced in the last four to five years is going to last," she states. "Designers are sick of solids. They want to pull lots of colors together and have an option."

Longevity important

Longevity was an important factor in choosing colors for GF's program. According to Younts, longevity is the difference between fad and trend; colors that have this quality can be bridged over time as color trends evolve. She thinks that slate blue, mauve, putty, gray, and teal are colors in GF's system that have longevity.

GF is planning to release a series of white papers on its color research to the design community this year. The first paper was released in February along with an eight-minute videotape titled, "Viva Color: The Ultimate Sales Tool." For more information, contact Tim Hackim, GF Furniture Systems, 4944 Belmont Avenue, P.O. Box 1108, Youngstown, OH 44501; 216/759-8888.

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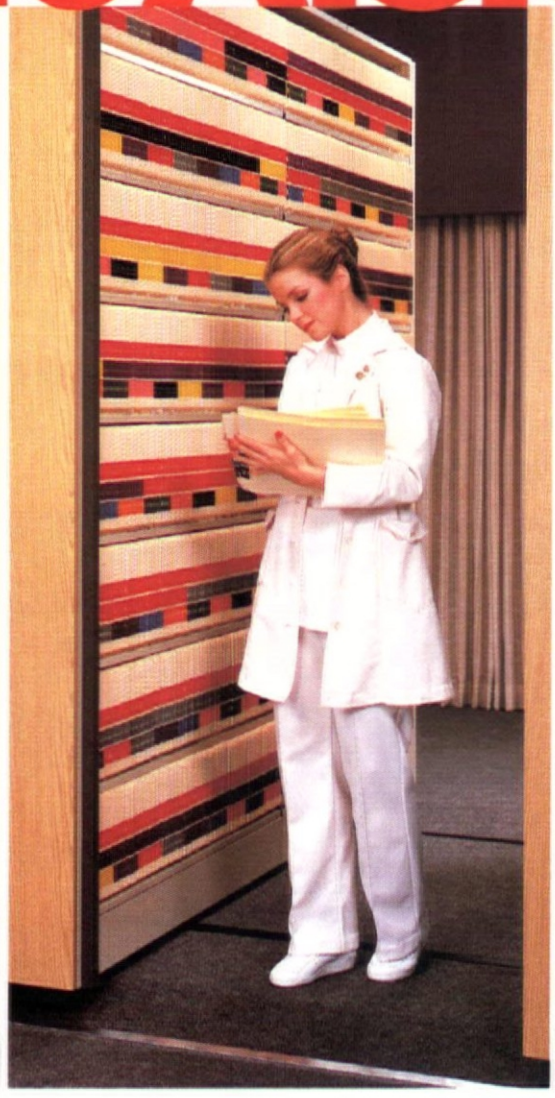
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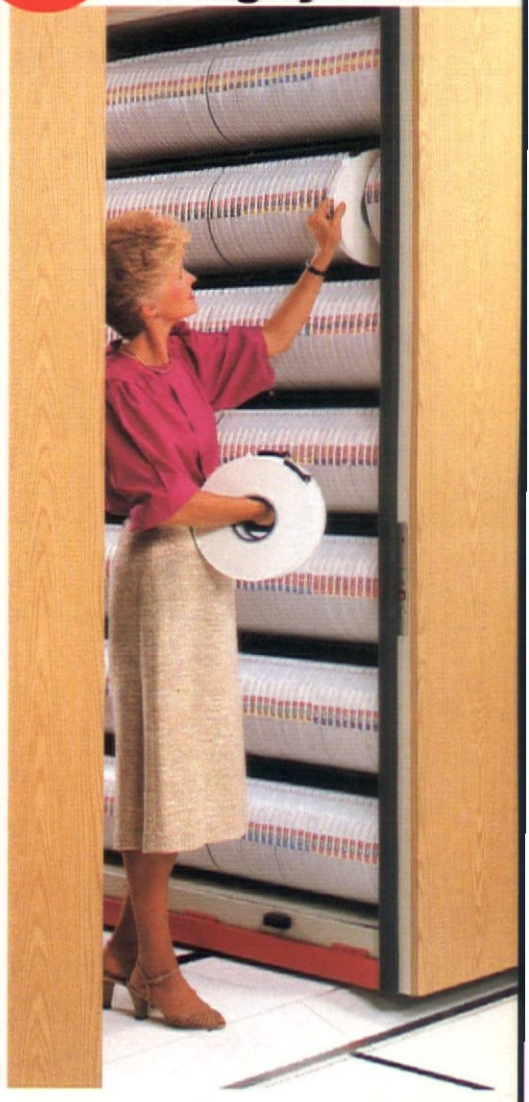
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By Dana Dubbs



Interior colors rendered accurately with spectrally balanced fluorescent lamp

No designer is immune to the unpleasant surprise of finding that a palette specified for an interior space is not the palette that has been installed. While there may be various reasons for this kind of situation, blame can often be leveled at the light sources in use.

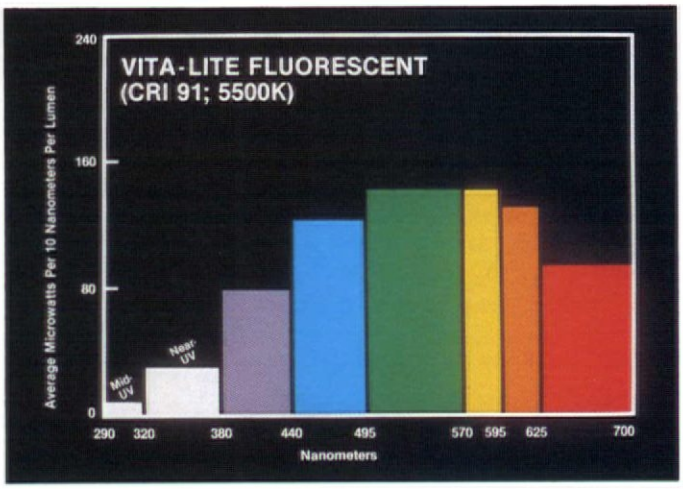
With cool-white, warm-white, daylite, and a host of other lamp types on the market—each of which has its own spectral power distribution and thus renders colors differently—it is no wonder that professionals are having problems. An object that appears purple under one source, for example, may appear blue under another.

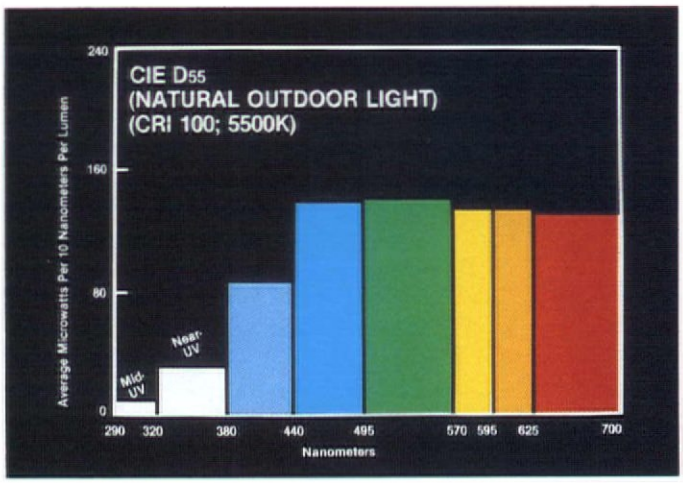
For designers who choose colors by the light of a window, however, a fluorescent lamp with a spectrum that closely approximates the solar spectrum is available. Sold under the name Vita-Lite and manufactured by Duro-Test Corporation, North Bergen, N.J., this product not only maintains true color rendition in the workplace, but has been shown to offer visual comfort as well. And, visual comfort can promote productivity.

A reference standard

The whitest natural outdoor light provides a reference standard by which lamps are measured. It is characterized by a perfect color rendering index (CRI) of 100 and a color temperature of 5500K.

CRI, says Dr. Philip Hughes, vice president and director of environmental photobiology, Duro-Test, refers to how a lamp's spectral distribution renders the color of an object.





Spectral power distribution charts for natural light and Vita-Lite show "color ingredients" of each source type. Top chart is specified by the International Commission on Illumination as representative of natural outdoor light. Natural light has a perfect CRI of 100.

Vita-Lite has a CRI of 91; the highly popular cool-white fluorescent lamp has a CRI of only 68.

"As lamp temperature goes below 5500K," adds Hughes, "emitted light has a greater proportion of yellow energy; as lamp temperature goes above 5500K, emitted light has a greater proportion of blue energy." Vita-Lite has a color temperature of 5500 K; cool-white measures in at 4200K.

Hughes also notes that whereas other fluorescent lamps are weak in the ultraviolet (UV) portion of the spectrum, Vita-Lite is much more balanced, offering additional advantages from a health standpoint. Certain UV wavelengths, he says, are absorbed through the skin and trigger formation of Vitamin D in the body.

Visual comfort is also associated with Vita-Lite. In pioneering studies conducted at Cornell University, psychologist James Maas and his colleagues compared fatigue levels of students who studied for four-hour periods under cool-white lamps and for four hours under Vita-Lite. Though students were not aware of which lamp they were studying under at any time, findings revealed less fatigue and improved visual acuity with Vita-Lite.

More relaxing

Studies conducted by Hughes further revealed that workers perceived Vita-Lite as being more relaxing to work under and that workers felt stimulated to perform better. Workers involved in other tests rated their tasks as being easier to perform and their environment as more satisfying when Vita-Lite was the source in use.

Hughes also notes that Vita-Lite is listed as a medical device with the federal Food and Drug Administration and that it has been used to successfully treat patients afflicted with seasonal affective disorder, a wintertime condition in which a lack of sunlight causes depression.

Vita-Lite costs roughly two and one-half times the price of a cool-white lamp, and its life is rated at 24,000 hours. The product, says Hughes, requires no special maintenance.

Direct comments to
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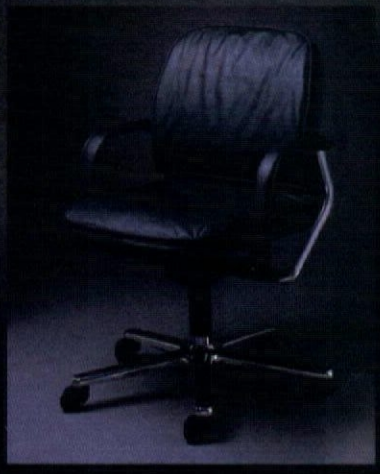


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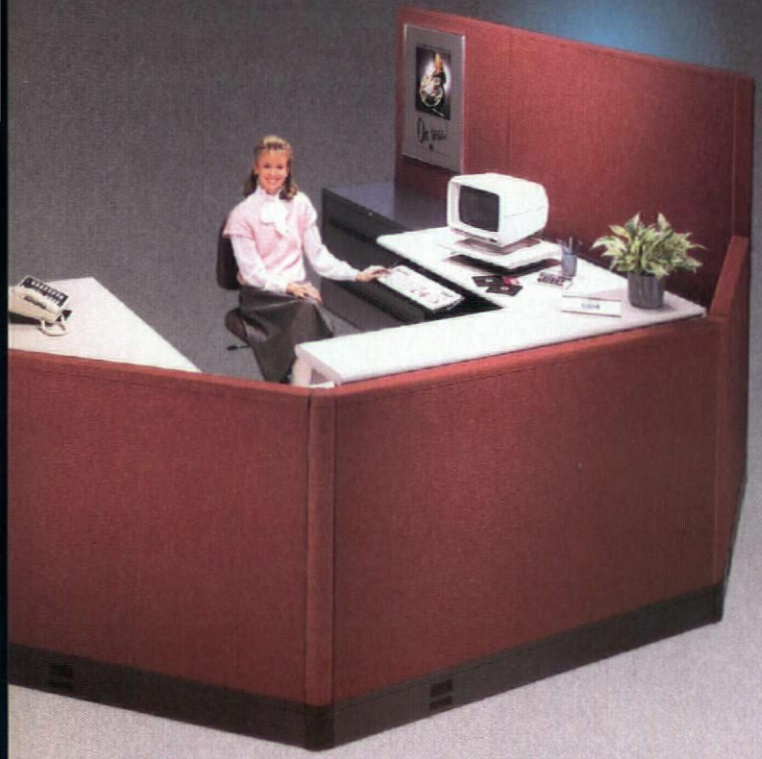
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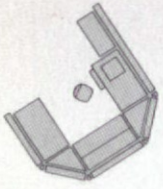






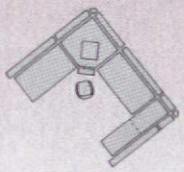
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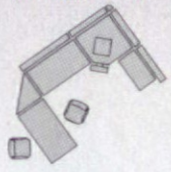


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Timeless elements reflect company image

Rustic brick walls and classically styled architectural detailing coexist in Alma Desk Company's San Francisco showroom. This contrast reflects the century-old furniture manufacturer's image of a venerable, yet up-to-date firm.

Located in The Contract Center, a renovated, turn-of-the-century brick-and-timber building, this 3,000-sq.-ft. space is notable for interesting detail, lofty space, and an expansive window area. Its ordered, classic form is the work of The Martin/Morris Partnership, San Rafael, Calif.

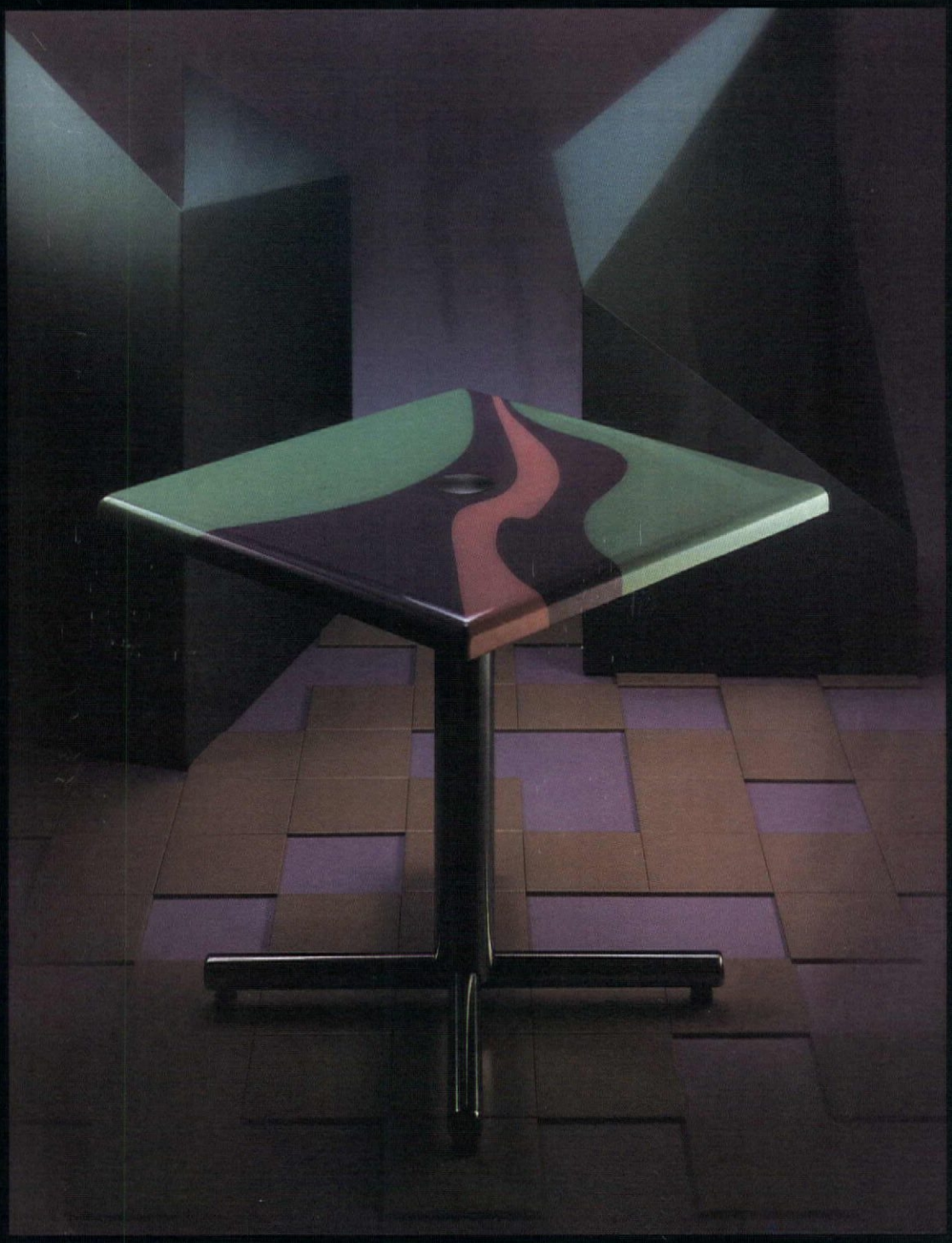
Project designer Michael Morris explains how the firm created a colonnade and gallery by enlarging a row of columns and turning their axes on a 45-degree angle. This treatment not only permits diagonal furniture placement which gives products more exposure, but it also serves to create a more dynamic sense of space.

"To complete the colonnade effect, provide a sense of entry, and develop a directional path through the showroom," says Morris, "the ceiling was lowered over the gallery and entrance, false columns were built, and a bleached white oak floor was installed in both entry and colonnade areas." This approach, he notes, provides a strong spatial and directional transition from public hallway to showroom and permits distribution of HVAC and electrical systems.

Designers formed ceilings in furniture display areas by painting the exposed surface of the roof. Natural light and expansive views, provided by large exterior windows, enhance the space; muted green carpeting in display areas offers textural contrast to hard brick surfaces, steel bracing, and white walls.

The showroom's focal point, a four-sided kiosk containing small bins for fabric swatches, is located near a window in the center of the space. It offers a changing array of color.

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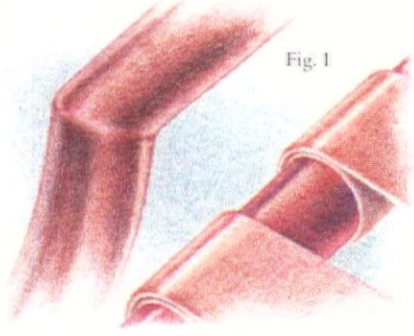


Fig. 1

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Fig. 2

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Persona, an operational chair available with or without arms, has the added distinction of automatically adjusting to shifts in user weight. It contains extra foam padding over a flexible axis. Stretch-fabric gussets can be selected from among a 10-color range to complement or contrast with upholstery choice.

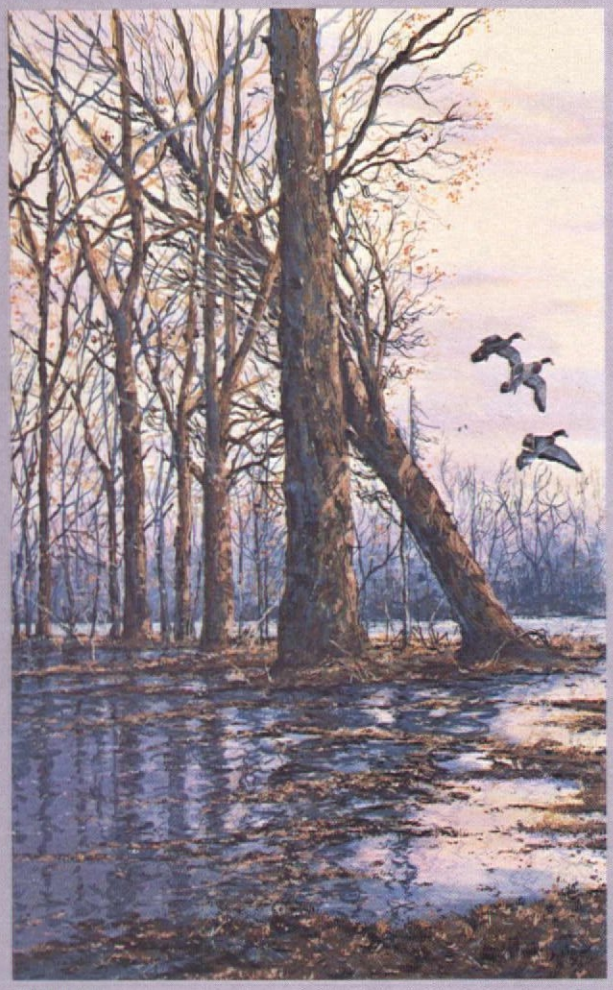
Removable, easy-change fabric covers are optional with the Figura family of managerial chairs. As with Persona, Figura can be specified in arm or armless versions.

Imago, an executive armchair, is available in three heights: low-, medium-, and high-back. A headrest is featured on the high-back version.

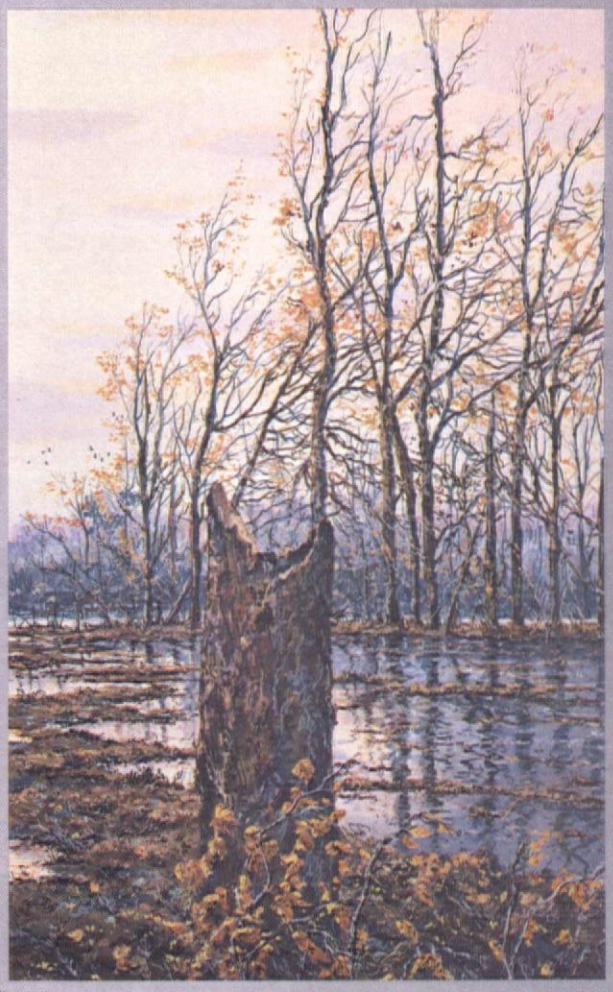
All three chair lines are offered with five-star swivel base, adjustable heights, on casters or glides, and with fabric or leather covers. Some versions have a sled base. **Circle No. 306.**



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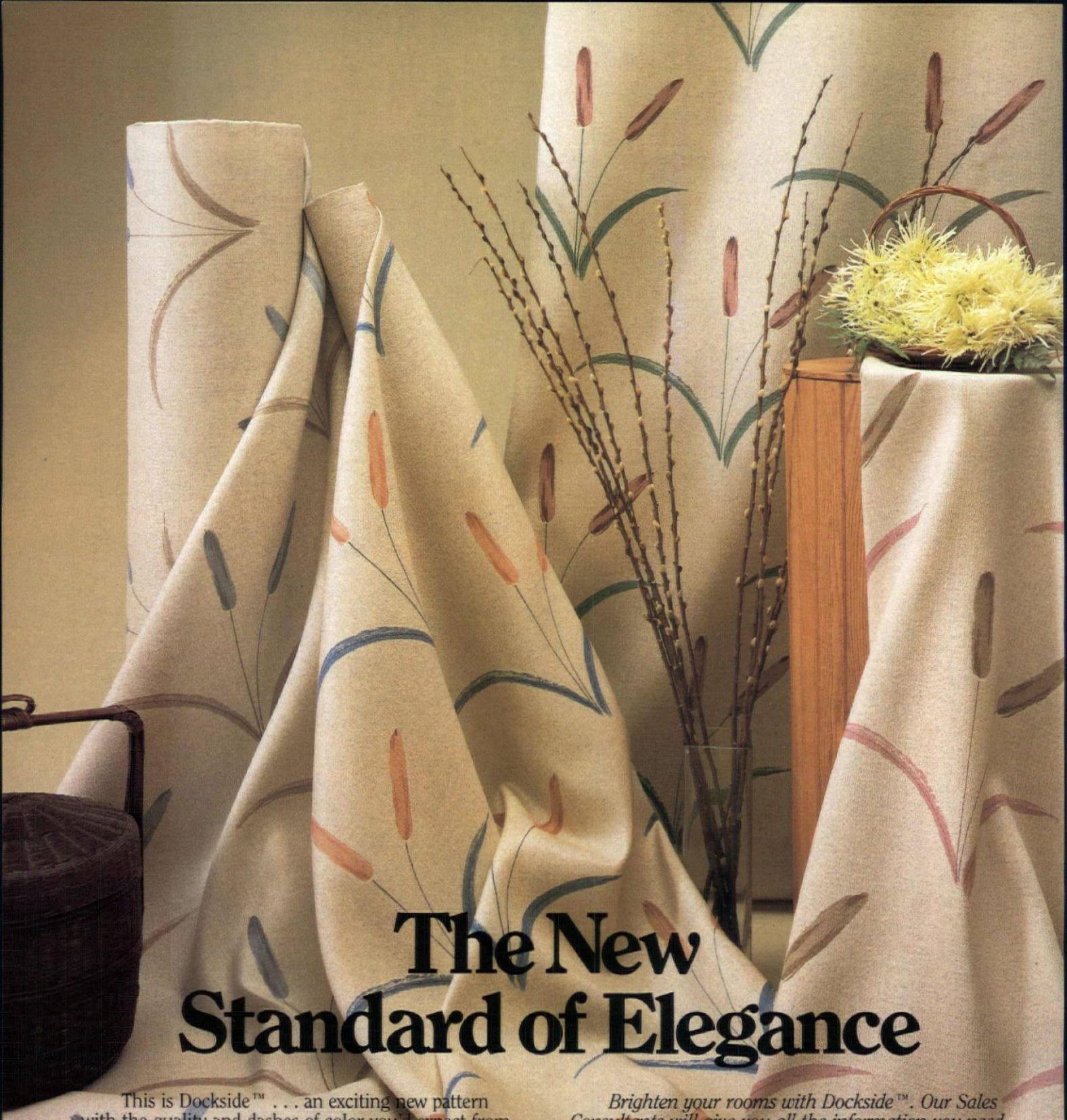
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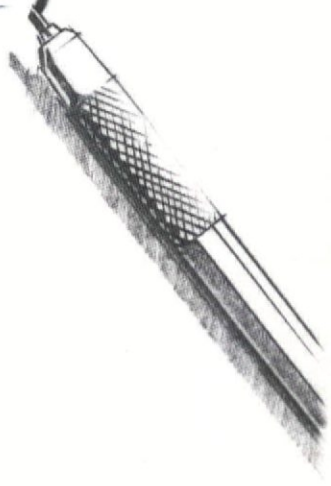
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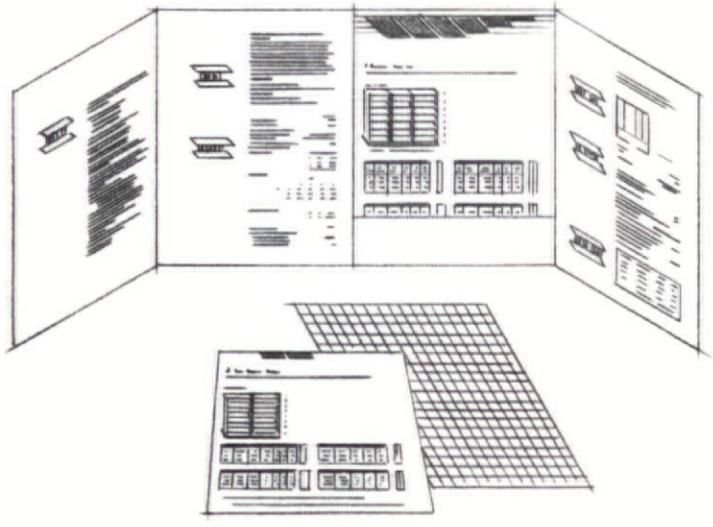
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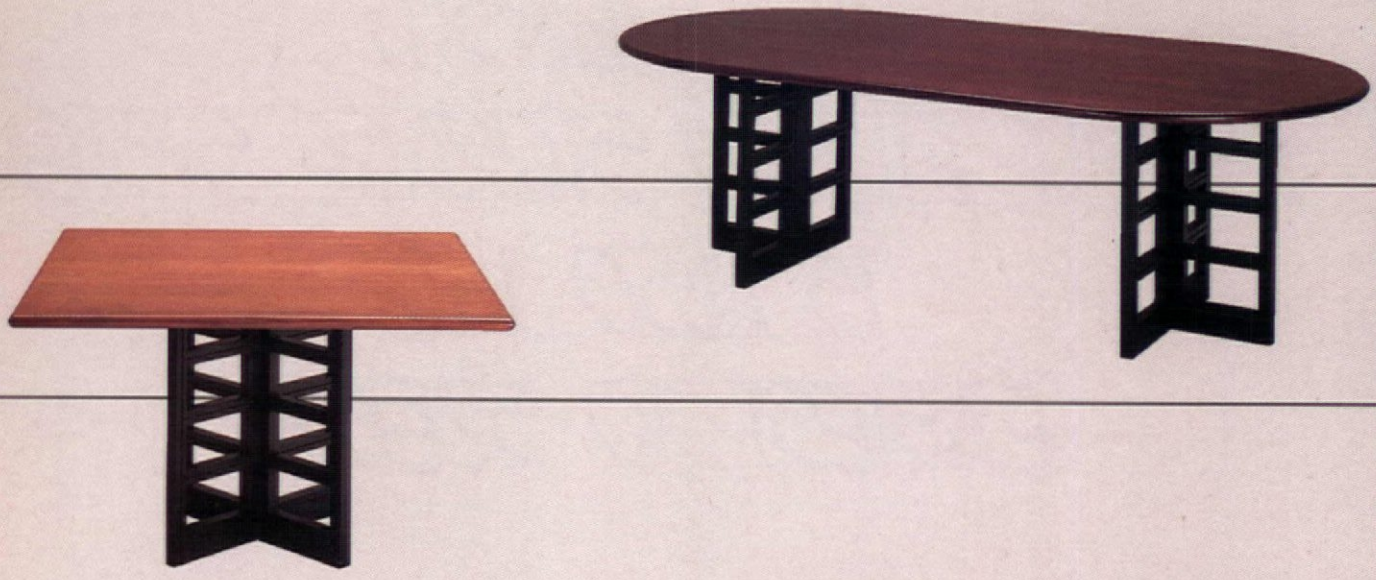
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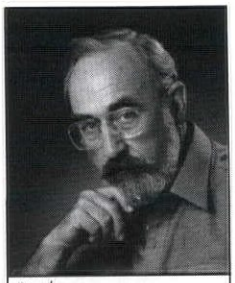


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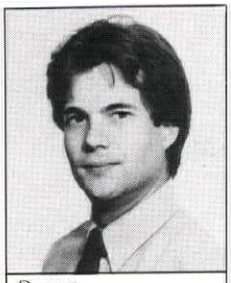
Gilbert International Inc. appointed **Wes Byrd** (shown), ASID, ASFD, director, marketing and product development. The Fort Worth, Tex., firm makes contract seating and tables.

Robin E. Kelly (shown) was promoted to product manager, drapery hardware, Graber Inds.

Bob Salrin was named vice president, sales and marketing, Paull/Contract, a division of Eastern Cabinet & Furniture Co. Inc. located in Lynwood, Calif.

Cam Design Inc. elected **Theresa Early** vice president, design, and **Juleen Ekdahl** secretary.

C. Alan Dapron (shown) has joined Wilkins-Riedmann & Associates Inc. as an architect.


Dapron

Jasper Desk Co. named **Larry Brockman** (shown) national marketing and sales manager.

Patricia Rullo was named merchandising and advertising representative, Hercules Inc.

Joyce L. Marschall has been appointed manager, Westchester sales service center, American Olean Tile Co. **David J. Lange** was named manager, Milwaukee sales service center.

Gary Ungar has become sales director, Designer Imports International.


Brockman

Laurence B. Valant has been appointed vice president and general manager, Window Fashions, Hunter Douglas.

Jerry Breakstone was named vice president and principal, Stone Marraccini Patterson (SMP), an architectural, planning and consulting firm with offices in St. Louis and San Francisco, Calif.

Beverly Ford McGehee joined the Webb Cos./Nashville as leasing agent. **Lynette W. Saine** joined the firm as office manager and special projects coordinator.

R. William (Bill) Murray became vice president, sales, Office Makers Inc., an office design and furnishing company based in Atlanta.

Wallmates Vinyls Inc. has named **Charles Gehrman** contract and distributor sales manager. He will be based at corporate headquarters in North Bellmore, N.Y.

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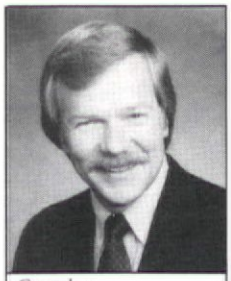


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PEOPLE/NEWS

Roger Greenlaw (shown), ASID, Greenlaw Design Associates, was installed as president, Pasadena chapter, American Society of Interior Designers.

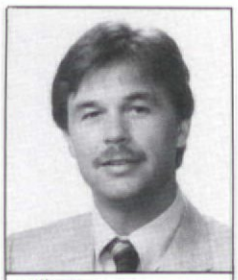

Greenlaw

Stephen J. Vosburgh (shown), was named vice president, contract marketing, Karastan Rug Mills

Richard Snyder was appointed assistant vice president, AFD Contract Furniture Inc. The office furniture dealership serves the New York metropolitan area.


Vosburgh

Ronald J. Fuss has joined Spacesaver Corp. as regional sales manager, western region. He will open a regional office in Albuquerque, N. Mex.


Williams

K.W. Williams (shown) has been promoted to development leader, urethanes technical service & development, Dow Chemical U.S.A. He will direct the firm's development efforts in floorcovering.

J. Thomas Fulghum (shown) is now executive vice president, marketing, Atlanta Market Center.


Fulghum

Rose Johnson, an office systems and hospitality furniture manufacturer, has promoted **Frank R. Jeffreys** to vice president, sales and marketing.

Chilton Brown has become vice president, Architectural Lighting Division, Lighting Associates Inc.

Adanlock Office Environments appointed **Gerald B. Reed** product manager, seating line. He will handle sales and service for the Government Services Administration and work as a liaison for field sales and service representatives.

Richard M. Stein was promoted to vice president/national sales manager, Interface Flooring Systems.

Kurt R. Miller, chairman of the board, Precision Mfg. Inc., is now sole owner of the office furniture firm. **Michael J. Armstrong** has been appointed president and chief executive officer.

Itoki Co. Ltd., the largest manufacturer and distributor of office furniture and equipment in Japan, has established a distribution company in the U.S. **Kenichi Arai,** is president, Itoki of America Inc.; located in New York City.

Dave Kalberer became marketing director, Commercial Products Division, Samsonite Furniture Co.

Carnegie

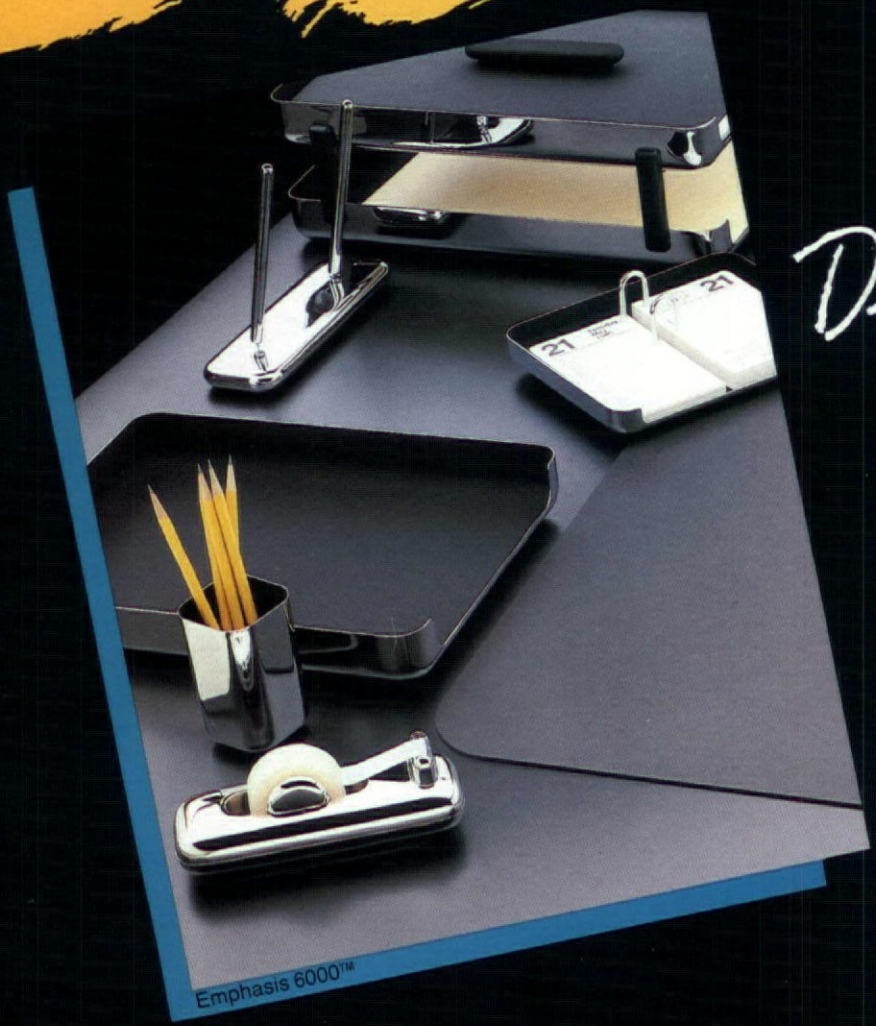


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friends and influence people





Boris Kroll Fabrics named **Pamela Parke** (shown) midwest regional sales manager, and **Carole Lavin** northeast regional sales manager.

Susie Clark (shown) has joined Kinetics as area manager, Dallas/Fort Worth metropolitan market. **JoAnn Sherbourne** has become Dallas regional sales office coordinator. **Wynn Estes Co.** will represent the firm in Oklahoma, Arkansas, Louisiana, and Texas, excluding Dallas/Fort Worth.

Lee Brace is now marketing manager, furniture, Eagle Ottawa Leather Co. He will manage sales in both residential and contract furniture.


Parke


Clark


Lanzner


Weidner

Arc-Com Fabrics Inc. has appointed **Deborah Lanzner** (shown) director, marketing/design. **Marc Rossman** became division sales manager, northeast, and **Lanny Hiler,** division sales manager, southeast.

Lee Jofa named **Mark Weidner** (shown) national sales director and appointed **Chip Long** central regional manager. Both positions are new.

Anton K. Mayer was elected president, Lackawanna Leather, replacing **Ross Dimm,** who is now chairman of the board. **David Mathison** is vice president, sales and marketing, while **Barry Spaulding** has become vice president, manufacturing.

Resource Dynamics Inc., a developer and supplier of computer-aided facilities planning and management systems, announced two promotions. **Matthew A. Clark** was named vice president, marketing, and **Susan J. Hovde** was named vice president, product development.

Stephen P. Warner has become national showroom manager, Mira-X International Furnishings Inc.

Elaine Bothe was named senior vice president, and **Jeanne M. Nutt,** IBD, vice president, friday design group. The interior, architectural, and graphics design firm is located in Washington D.C.

Three vice presidents have been elected by Levolor Lorentzen Inc. They are: **John Fox,** administration; **Jack Allen,** Verticals Division; and **David Eshman,** marketing.

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Elegant office is selling tool for Realities' Reiver

"I function loosely and quickly, moving from space to space during the day," says Allan Reiver, president, Realities, Inc. (above, left). His private office (above, right) can be closed off to separate different areas.

Executive management style is one reliable way of measuring a company's character. For Allan S. Reiver, president, Realities, Inc., a Denver-based real estate development firm, image is one way of conveying that style. That's why the 42-year-old entrepreneur hired Gensler & Associates Architects, San Francisco and worked with Orlando Diaz-Azcuy, vice president and design principle for the project, to create a world-class headquarters office.

"I had two goals in mind," says Reiver enthusiastically. "To develop a company that would attract high-caliber employees and to originate a sales tool that would attract high-caliber clients."

Those clients are tenants for Broadway Plaza, a one million-sq.-ft. commercial and retail complex Reiver is developing with partner Robert O. Anderson, chairman, Atlantic Richfield Co. Just 15 blocks from downtown Denver,



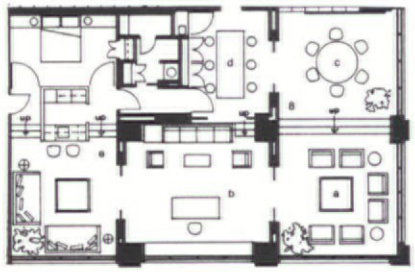
Interior photos by Jaime Ardiles-Arce

Interiors by Orlando Diaz-Azcuy feature dramatic 16-ft. ceiling heights that provide a panoramic view of the downtown Denver skyline (left). Leather and chrome furnishings contrast with white ash walls and casegoods.

the first phase includes the $25 million Denver Design Center, which occupies part of a former Montgomery Ward distribution center where Realities' offices are located. From Reiver's window, visitors can look down over the entire 55-acre site. "It really is a selling tool," he admits. "After all, an office this extravagant has to be justified in some way."

His personal office includes a plan review area, conference area, lounge, office, and a separate suite with a living room, bedroom, and bathroom. Each 20- by 20-sq.-ft. area can be closed off with electric sliding doors. "I function loosely and quickly, moving from space to space during the day," explains Reiver. "But there are times when I need privacy for negotiating leases or conducting planning meetings." The doors are normally open, though, reflecting Reiver's personable character and accessibility to employees.

Classic Knoll chairs, glass and stainless steel Zographos tables, and a custom-designed marble-topped Brueton desk are among furnishings in the office. Books and art objects—Reiver's personal artifacts—fill the shelves that line the 16-ft.-high walls surrounding his desk. Made of French white ash, the wall panels, shelves, and casegoods were fabricated by Architectural Hardwoods. V'Soske carpeting and Design Tex drapery fabric are used on floors and windows.



Says Reiver, "What I like best about this office is the fact that I'm sitting in the middle of a 1,600-sq.-ft. office space with a panoramic view of the Rocky Mountains, Denver skyline, and the whole Broadway Plaza site." It's almost certain that no one will argue with that assessment.—*S. M.*

'CEO OFFICE DEBUTS'

On these pages, CONTRACT is pleased to present a new column, the CEO Office, scheduled to run in Executive Buyer/Office editions throughout the year. The editors request that readers submit color photographs of possible candidates whose personal offices have been recently completed. Address all material to CEO Office Editor, CONTRACT Magazine, 1515 Broadway, New York, NY 10036.

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COMING EVENTS

1986

March 18-20. CE EXPO 86, including the Building Automation Systems Show. Hyatt Regency, Chicago.
March 19-21. Westweek. Pacific Design Center, Los Angeles.
April 2-4. Restaurant/Hotel International Design Expo and Conference. ExpoCenter/Chicago at The Merchandise Mart, Chicago.
April 4-5. Presentations Northwest 86. Design Center Northwest, Seattle, Wash.
April 5-9. National Association of Floor Covering Distributors meeting. Marriott Marco Beach Resort, Marco Island, Fla.
April 6-12. American Institute for Design & Drafting (AIDD) National Drafting Week. Diplomat Hotel, Hollywood, Fla.
April 9-13. Retail Floorcovering Institute Annual Convention. Intercontinental Hotel, San Diego, Calif.
April 13-15. Spring Showroom Show. The L.A. Mart, Los Angeles.
April 16-18. Carpet and Rug Institute Industrial Relations meeting. Opryland Hotel, Nashville, Tenn.
April 19-21. World of Window Coverings. Georgia World Congress Center, Atlanta.
April 21-22. Student Design Rally. High Point, N.C.
April 26-29. Innovation '86—California Visual Merchandising Market. Showplace Square, San Francisco.
April 30-May 2. Boston Design Center Grand Opening. Boston, Mass.
April 30-May 2. Spring Capital Design Week. Washington Design Center, Washington D.C.
May 4-6. Pan Pacific Lighting Exposition and Conference. Concourse Exhibition Center and DataMart at Showplace Square, San Francisco.
May 7. Varieties '86. Marketplace Design Center, Philadelphia.
May 10-12. Surtex '86, a trade exhibition for surface design. Jacob K. Javits Convention Center, New York City.
May 11-13. Lighting World IV. The Los Angeles Convention Center, Calif.
May 15-16. "Rocky Mountain Style," Denver Design Center, Colo.
May 28-30. Workspace 86, exhibition and conference for the office environment. Moscone Center, San Francisco.
June 8-11. American Institute of Architects 1986 Annual National Convention. Henry C. Gonzalez Convention Center, San Antonio, Texas.
June 10-13. NEOCON 18. The Merchandise Mart, Chicago.
June 23-27. A/E Systems '86, featuring AutoCAD Expo, June 24-26. McCormick Place, Chicago.
July 12-15. ICRM, International Carpet & Rug Market. Dallas Market Center, Dallas, Tex.
July 12-16. Atlanta Summer Floorcovering Market. Western Merchandise Mart. Atlanta.
July 16-19. "Challenges of Change," American Society of Interior Designers 1986 Conference. Century Plaza Hotel, Los Angeles.
July 23-25. Calicon. Western Merchandise Mart, San Francisco.
September 28-October 3. Fall Showroom Show. The L.A. Mart, Calif.
October 9-11. Designer's Saturday. New York City.
October 13-15. World of Window Coverings-West. Anaheim Hilton and Towers, Anaheim, Calif.

Foreign

March 28-30. Woodworking and Machinery Supply Show. Toronto, Ontario.
April 22-27. STAR Furniture Fair. Milan, Italy.
May 3-6. Promosedia/International Chair Exhibition. Udine, Italy.
May 7-11. Scandinavian Furniture Fair. Bella Center, Copenhagen, Denmark.
May 11-15. Interior Design International, contract furnishing and interior design exhibition. Olympia, London.
May 11-18. London International Furniture Show. Earls Court, London.
May 22-27. 10th ASMPL. International exhibition of accessories and semi-finished products for furniture, upholstered furniture and the woodworking industries. Milan, Italy.
May 29-June 2. International Carpet and Floorcovering Exhibition. Pare des Expositions de Paris-Nord, Paris.
September 18-23. International Furniture Exhibition. Milan, Italy.
September 18-23. 11th Euroluce. International lighting exhibition. Milan, Italy.
October 16-21. Orgatechnik, 6th international office trade fair. Cologne, West Germany.



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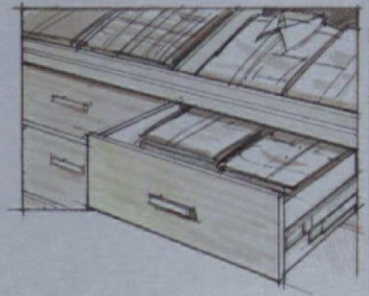
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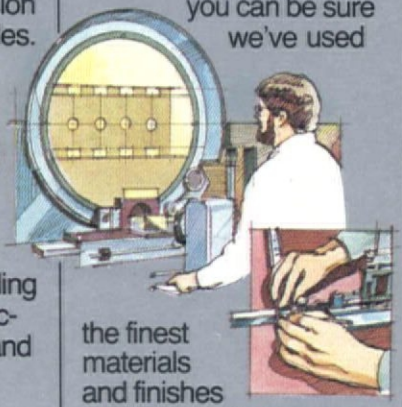
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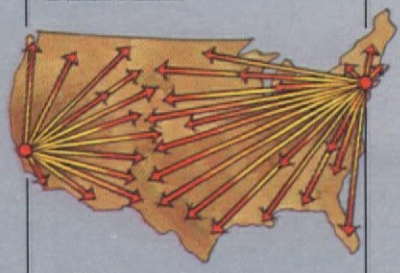
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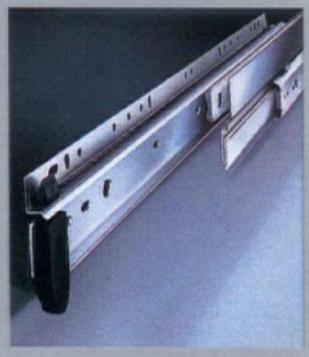
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	• TENSILE STRENGTH	ASTM D-1682
FLAMMABILITY	• FLAME RESISTANT	TUNNEL TEST ASTM-E84 CLASS A UFAC TEST CLASS 1
AIR PERMEABILITY	• COMFORT FACTOR (MORE PERMEABLE THAN LEATHER)	ASTM D-737
CLEANABILITY	• WASHABLE / DRY CLEANABLE	
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DIMENSIONAL STABILITY	• MINIMAL SHRINKAGE & STRETCHING	ASTM D-3597-77

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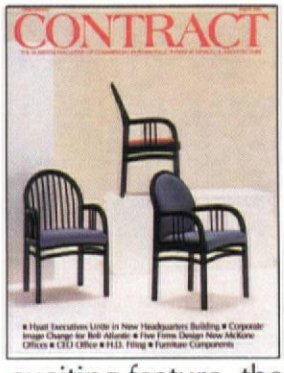
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CONTRACT COVERS DYNAMIC OFFICE DESIGN MARKET



Pacific Furniture Manufacturing Company's classic bentwood chair introduced by the firm's Condi Division on CONTRACT's cover this month represents a significant milestone in the magazine's coverage of product. Responding to reader's high ratings of product coverage, CONTRACT plans exclusive product premieres on covers of selected issues in the future.

This month's office design issue previews another exciting feature, the CEO Office series, launched with the office of corporate executive Allan Reiver, president, Realities, the Denver-based developer of Broadway Plaza and the Denver Design Center.

Readers will also find a furniture component/hardware source guide for 115 manufacturers, along with a heavy-duty filing and information retrieval systems guide to suppliers in this important market.

Look for outstanding installations in this issue, including Hyatt's corporate offices and those of Schering-Plough, Bell Atlantic Corp., and McKone Advertising. These projects are indicative of balanced reporting planned for the coming months.

—THE EDITORS



Photos by George Cserna

Schering-Plough CEO's office pivots around structural pillar which is incorporated into furniture design. Atrium (opp. page) floods entire space with light.

PHARMACEUTICAL HQ DESIGNED FROM THE OUTSIDE IN

On a 25-acre site, 19th century English landscaping drove HLW design of Schering-Plough corporate offices

Most office buildings, designers agree, should be built from the inside out. In effect, function should define the form. But, in the Haines Lundberg Waehler (HLW) design of Schering-Plough Corporation's Madison, N.J. headquarters building, the character of the exterior landscape was the starting point for both building form and interior design.

When Schering-Plough decided in 1982 to move its corporate headquarters to a 25-acre site noted for its verdant beauty, a design that opened the outside to the inside was of paramount consideration. That site is part of a 384-acre former estate of Geraldine Rockefeller Dodge that is now being developed as an elite corporate park by PIC Realty Co., under the name "Giralda Farms."

The Dodge estate is one of the nation's best examples of 19th century landscaping. It contains a major allee of red maple trees that slopes away from a flat promontory of land where the building is located, helping to frame the view.

Taking full advantage of this view, an holistic approach integrates interior concept with building architecture and exterior surroundings. Schering-Plough interior designers were told by the client to reflect the naturalistic environment while projecting a prestigious corporate image.

Natural colors used throughout

A four-story central atrium with glass end-walls continues the axis of the allee of trees through the building. Iron spot brick, rich Dakota mahogany granite, and teak wood are among the finish materials chosen to blend with textures and tones of the landscape. A palette of rosy earth tones with blue, gray, and green accents that emulate plants, stone, and sky, is used throughout the interior.

Major shared spaces, such as the cafeteria, are located adjacent to the atrium. The cafeteria is a good example of the characteristic color program, featuring red-hued carpet that continues the atrium's brick tones. As part of the integrated approach to architecture and furnishings, tables are edged with teak to match window frames.

Executive offices are grouped along the southwest wall, which recedes in sawtooth fashion to increase the number of





SCHERING-PLOUGH

Naturalism refined by design

windows available, while echoing curves and slope of the terrain. The building also steps back vertically from floor-to-floor, establishing exterior balconies that are a special amenity for all employees.

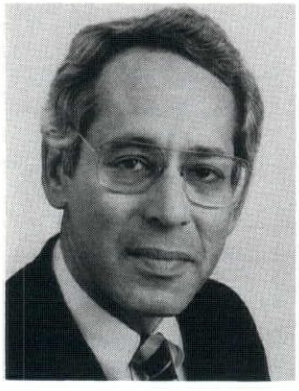
Designs for executive office and board room utilize the warm tones in wood, leather, and granite for furniture, reinforcing naturalism in a refined and elegant manner, according to HLW.

Office employees are pleased with light that pervades the space as a result of the use of glass in a front/storage wall design.

Support staff is located in a central open office plan that also features subdued, soft earth tones. Even underground employee parking with carefully screened approaches to the garage underscore the architect's respect for existing natural resources.

Open plan spaces have been laid out with system workspaces at a 45-degree angle to outside walls. This counterpoint provides spatial interest, as well as reflecting the sawtooth pattern of the building which responds to terrain.

The building encompasses 31,575 sq. ft. of closed offices and 35,560 sq. ft. of open space, including cafeteria, private dining rooms, libraries, A/V rooms, board room, and public spaces. □—*L.C.*



Cafeteria (above) was located on perimeter to provide full views of formal gardens. Support staff utilizes system furniture (opp. page, top) in design that is perpendicular to the building's perimeter. Conference room (opp. page, bottom), combines staff support seating (lower left in photo) to mirror U-shaped conference table. Martin Raab, managing partner, supervised space design for the project.

Carpet tile—Milliken. **Ceiling**—U.S. Gypsum, Owens Corning. **Lighting**—Edison Price, Jules Fisher & Paul Marantz, Day Brite, Kim, Linear Lighting. **Tables**—Cumberland, Howe, Falcon. **Shelving**—Hodkinson Assoc. **Custom cabinets**—Pilot. **Upholstery**—Steelcase, Sunar-Hauserman, Brickel, Unika Vaev, Lee/Jofa, Knoll. **Interior plants**—John Mini. **Planters**—Finealum. **Window treatments**—Carnegie. **Architectural woodwork**—Mielach.

Architect & engineer—Haines Lundberg Waehler; Managing partner—Martin D. Raab; Project manager—William E. Baltz; Director of design—Stuart Pertz; Project designer—Henry Wallman; Project architect—Allan Smith; Project Interior Designer—Ian Fairweather. **Acoustician**—Cerami. **Contractor**—Sordoni Construction.







Photos by Creative Sources Photography Inc.

HYATT CORP. OFFICES PROMOTE INTERACTION

Hirsch/Bedner, Atlanta, works closely with Hyatt management on four-month, fast-track installation

"Give our corporate offices the flavor and excitement of a Hyatt hotel lobby. Make them more colorful, yet create a calm working environment."

That was the guideline provided to the design team of Hirsch/Bedner (H/B) and Associates, Atlanta, Ga., by Hyatt Corporation management. The H/B Atlanta office is the southeastern location of the Los Angeles-based company specializing in hotel designs throughout the world for Hyatt and other notable hotels.

Hyatt's new offices are a consolidation of the firm's executive spaces which were dispersed primarily in locations around Chicago; some downtown, some in Rosemont.

Two strong forces drove the design: an incredible four-month time frame and a cadre of knowledgeable executives used to making design decisions in the 100 hotels around the world that carry the Hyatt banner.

"The job was one of the most intense that I have ever participated in because of the tight time frame," says Brenda Marsh, senior designer for Hirsch Bedner, whose background includes work for John Portman Associates and Associated Space Design, both headquartered in Atlanta. "We did three model offices which served as

Space and elegance of an executive suite is apparent in new Hyatt Corporate headquarters (top). Atrium details (opp. page) include Moore sculpture, artificial skylight, mirrored columns, and glass soffit dictated by Chicago fire codes.



HYATT OFFICES

Atrium is focal point of entire office



Secretarial work areas flank glass-fronted executive offices and consist of workstations and planters (l.). Designers involved in fast-track design of offices were (clockwise from l. bot.) Vickie Segal and Brenda Marsh, project designers; and James Culpepper, account manager for Hyatt and associate in charge. Angled windows (opp. page) lend drama to new executive office.







departure points for individual personalization of top executive offices."

The Hirsch/Bedner Atlanta office was chosen for the project because it is more heavily involved in office design than the Los Angeles branch of H/B where the emphasis is on hotel design, much of it in the Pacific Basin.

The design team consisted of Jim Culpepper, account manager for Hyatt and associate in charge of the project; Ron Kollar, Hyatt project manager; and H/B staffers. The latter included Brenda Marsh; William M. Leveille, AIA, director of H/B's Atlanta office; Vickie Segal, Jim Zebrowski, project team designers; and 35 other H/B personnel in the Atlanta office.

Hyatt's top three corporate offices—those of executives Jay, Nick, and Pat Pritzker—were designed and specified individually by Segal, who works out of the Los Angeles office.

SOM designed building

The building itself was designed by Skidmore, Owings, & Merrill (SOM), with the six upper floors devoted to Hyatt's new offices. They occupy 100,000 sq. ft. on floors that taper inward at higher levels. Two floors at the top feature a shuttle elevator to expedite communication between top executives located there.

H/B procured reams of data on established interaction between executives and departments in order to create efficient adjacencies. All-told, 13 divisions were united in the building, including legal, purchasing, corporate directors, and others.

Focal point of the entire office complex is an atrium created on the 39th and 40th floors. To provide a hotel-like image, H/B called for the southeast quadrant of the 40th floor to be removed as a means of creating drama in the space.

Atypically, a fountain was located on the 39th floor—almost a rarity that high in a building. But both Hyatt management and H/B designers were determined to meet strict Chicago building codes while providing this design fillip they felt was needed.

"Since Hyatt came from open plan offices to those that provide more privacy," says Marsh, "the support staff tended to be more isolated. The atrium provided a solution to that isolation by giving the secretarial and clerical staff a feeling of



community."

Public spaces became joint-use spaces, she adds, so that executives often are seen clustered in the atrium in informal meetings, yet the space still retains its retreat aspects.

Two twists make the Hyatt space unique. An executive floor per se does not exist; executives are scattered throughout six floors. Glass walls separate work areas, thus creating an enclave area that still reaches out to other adjacencies.

Horizontal glass panels

Glass panels in offices are horizontal, with wood doors to provide oral privacy, but not visual privacy. There are no draperies in the spaces. Offices are a combination of open and closed spaces that provide expansive visual vistas.

About 300 employees occupy Hyatt's headquarters. So do trees and plants that require light for nourishment provided by a special lighting system.

In the atrium, seating is provided along alcoves that are ideal for small meetings and enhance views to the outside. The atrium is 60- by 60-ft. and has mirrored columns to add sparkle, as do lights in a reflective ceiling.

Highlight of the art program is a Henry Moore sculpture that is a focal point of the atrium. Working with the Ruth Volid Gallery, H/B developed a total art program for Hyatt, which included application of existing art pieces, placement of pedestals and sculptures, and selection of other art for each floor. The Moore sculpture in the atrium is the highly regarded prize of the Pritzker management. □—*L.C.*

SOURCES

Lounge chairs—Brayton, Atelier Intl. **Pull-up chairs**—Brickel, Roffman. **Custom cocktail table, table desk, credenza**—Woodwork Intl. **Conference chairs**—Knoll. **Custom lounge seating, sofa**—Corn Upholstery. **Desk chair**—Cartwright. **Cocktail table**—Reuse. **Carpets**—Collins & Aikman, Lees. **Desk**—Gunlocke. **Systems furniture**—iil. **Clerical chair**—Croyden. **Fabrics**—Architex, Ametex, Knoll, Carnegie, Arc-Com, Design-Tex, Stratford Hall, Brickel, Dect Art, Maharam. **Wallcoverings**—Clark & Burchfield, Maharam. **Leather**—Brayton Intl., Lackawanna.

Interior design—Hirsch/Bedner & Assoc.; James F. Culpepper, project manager; Brenda Marsh, Vickie Segal, interior designers; Ron Kollar, project manager and liaison, Hyatt Hotels Corp.



Photos by Dan Stober, Photo Media

DESIGNER FOCUSES ON TWO MCKONE ZONES

David Cooke, FIBD, uses Preferred Resources in collective plan of new 20,000-sq.-ft. advertising agency headquarters

One new headquarters building. **Two** zones. **Three** months to design/build. **Four** product resources. **Five** individualistic designers.

Those are the five essential ingredients of the recently completed showcase office building for McKone & Company, Inc., a leading southwestern advertising and marketing agency now headquartered in the Dallas and Fort Worth, Tex., suburb of Las Colinas.

On these pages, CONTRACT zeroes in on two of five work zones within the 20,000-sq.-ft. McKone building: accounting and secretarial. The zones were designed by noted interior designer David Cooke, FIBD, vice president, Design Collective, Inc., Columbus, Oh., and former national president, Institute of Business Designers.

Together with four nationally known designers who were assigned to other project zones, Cooke accepted design parameters which included utilization of four product resources, collectively referred to as Preferred Resources Portfolio 1986. Resources include: Guilford fabrics, Halo lighting, S.R. Wood wallcoverings, and Wilsonart surfacings.

Also facing Cooke was the important challenge of making his design work in concert with the unique plans of the other professionals. Though initial concern surrounded the idea that five designers would be working on individual aspects of a single office, the result is a stunning, well-integrated environment. Designers are delighted with the linkage achieved from having used the same products and colors in different ways.

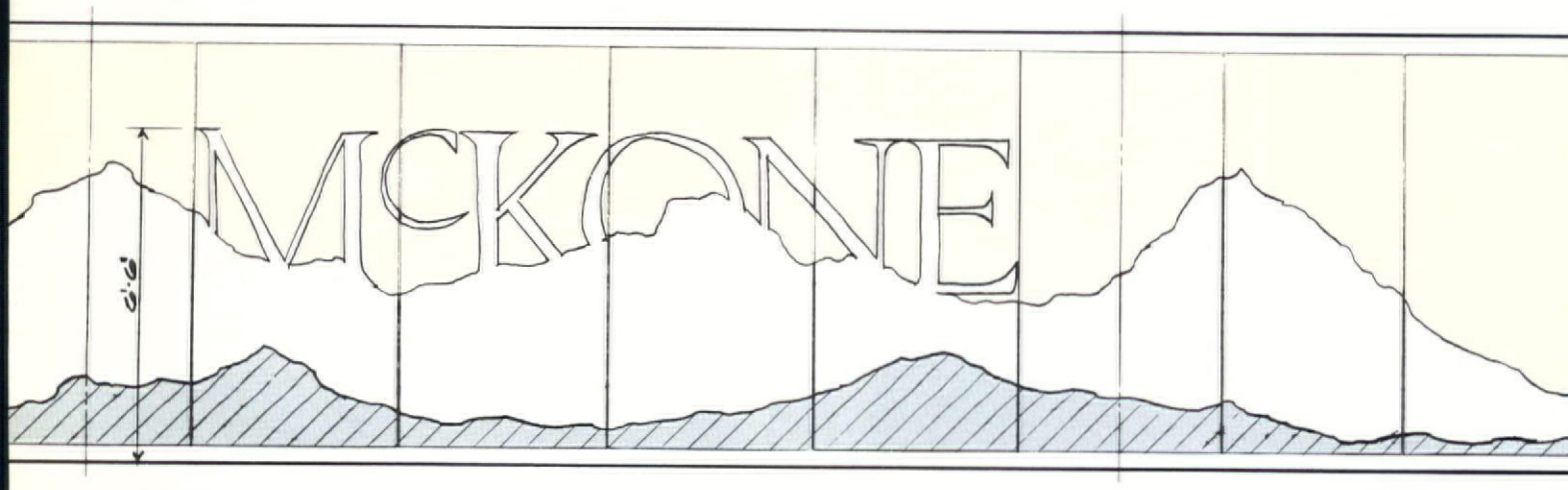
(Continued)

Network workstation by Kimball International is employed by McKone using Guilford upholstery fabrics (top). Decorative wall section (shown above and opp. page) is made of sandblasted, polished copper using aluminum hard-surface laminate by Wilsonart.


MCKONE

MCKONE ZONES

Designers & manufacturers work together



In describing the challenges of his assigned portion, Cooke says, "Both the accounting and word processing areas of the new offices were placed adjacent to each other to permit sharing of common files, supplies, and photocopier. By its nature, this zone is more technological than the others.

"S.R. Wood wallcoverings are used throughout the area," he says, "with the exception of a 45-ft.-long, sandblasted wall. This section features Wilsonart polished copper aluminum and integrates McKone's logo into an abstract landscape. A hand-painted patina softens the metallic finish and creates a 'canvas' for viewers." Use of the sandblasted, hard-surface laminate is also an example of project collaboration. The technique had not been used before, yet the result was a highly creative, serviceable, and attractive application. Surely Wilsonart will make further use of this technique.

"Carpet tile by Interface and solid-color, accented carpet by J & J are also used in this area, as well as Halo ambient light systems," adds Cooke. "Network by Kimball International is upholstered with Guilford fabric. Network is the modular furnishings system selected for CRTs and other elements of the electronic office." Earth colors of seafoam, beige, and oatmeal are contrasted with midnight black and metallic copper throughout the space.

Joint planning from inception

Cooke notes that this job represents one of the first attempts by designers and manufacturers to work together from the inception of a project, thus enhancing creativity. Participating designers toured factories, collaborated with manufacturers early on, and maintained communication to assure top quality product development and application.

The McKone headquarters building, adds the designer, is situated in a prestigious, planned multi-use community that is located between Dallas and the Dallas/Fort Worth International Airport. The project was conceived as an effective marketing tool for the agency, the four product resources, and the five participating space designers.

"McKone is a creative entity, and it accommodated beautifully to the small differences in approach used by the space designers," says Cooke. "Everyone—designers, agency, manufacturers—takes pleasure in the result. And, so do employees of the advertising agency."—*L.C.*



"McKone's space represents one of the first attempts to allow designers and manufacturers to work together from project inception, thus enhancing creativity."—COOKE

SOURCES

Decorative laminates—Wilsonart. **Wallcoverings**—S.R. Wood. **Fabrics**—Guilford. **Carpet tiles**—Interface. **Solid, accented carpet**—J &J. **Lighting**—Halo.



Elevation is of 45-ft. landscape design that incorporates McKone logo in newly developed sand blasting technique. Accounting and secretarial zones (r. & below) feature indirect Halo lighting, Interface carpet tiles, and broadloom by J & J Carpet. Worksurfaces incorporate Wilsonart hard-surface laminates.





Photos by Tom Crane

BELL ATLANTIC HEADQUARTERS STRIKES TRADITIONAL NOTE

Offices completed for newly formed company in just 8 months

When AT&T broke up in 1983, Bell Atlantic Corporation was one of several new companies formed to service Ma Bell's old territories across the United States. Allotted Pennsylvania and six other mid-Atlantic states, Bell decided to locate its corporate headquarters in the Provident Mutual building designed by Skidmore Owings & Merrill in downtown Philadelphia. Less than eight months were left to plan and complete the 90,000-sq.-ft. office space before Bell had to open for business. Company officials did not even know how many employees would be working there, or what its space requirements would be. It was a formidable task for any design firm.

Enter Kenneth Parker Associates (KPA), a Philadelphia design firm chosen by Bell to do the project. One meeting with Bell's chairman and vice chairman established the program and design direction—to create an environment that is warm and friendly, yet sophisticated, and provide flexibility for future change. "Bell Atlantic officials stressed their desire to accentuate the firm's newness without appearing too pretentious," says Chris Smith, KPA's project manager. "They wanted to reflect the tradition that has evolved from the history of AT&T, yet project an image of a new, progressive, upbeat corporation."

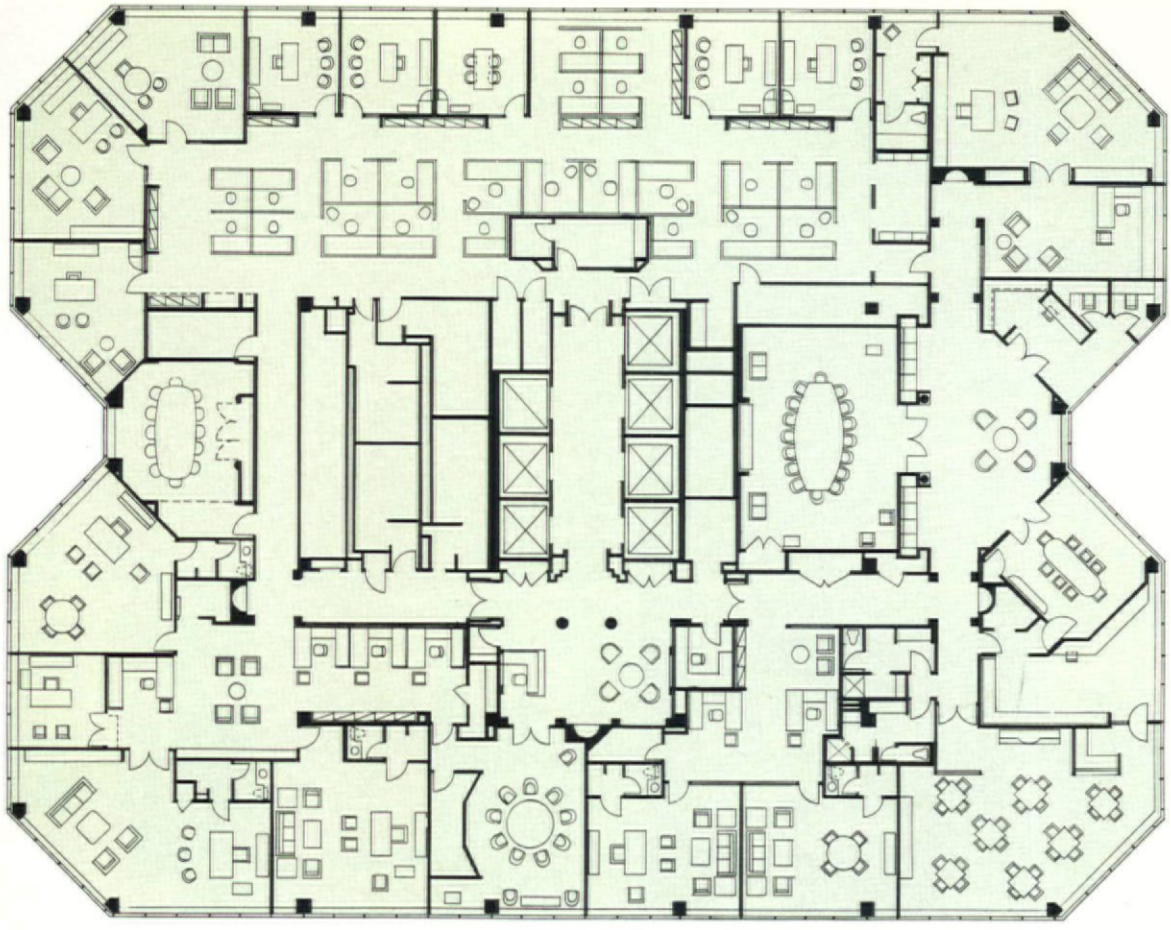
KPA recommended extensive use of mahogany wood and a color scheme of heather blue, mossy green, and rust for a soft, relaxing, sophisticated environment. According to Ken Parker, design principal, these elements were chosen to convey a feeling for the regional Bell Atlantic serves. "The dark woods and neutral colors reflect a Northeast theme," says Parker, "as opposed to a Florida or Southwest Bell office that might be less conservative."

A barrel-vaulted ceiling was created for the executive floor lobby to establish a classical feeling for visitors coming off the elevator. Two round columns frame the bronze Bell logo and define the entry into a main reception area; the latter is carpeted in a light neutral tone. The visitor's eye is drawn up to the round, lighted recessed ceiling that is highlighted by a stepped soffit surrounding its circumference.

Mahogany and glass walls separate work areas from corridors in several areas of the executive floor, providing acoustical privacy yet allowing visual access to offices and windows beyond. The corridors lead to the board room, two executive dining rooms, an informal conference room, and a state-of-the-art video teleconferencing room. KPA designed this special facility with Bell technicians to function as a studio for

A barrel-vaulted ceiling and two round columns frame the Bell logo in the executive floor reception area (above). KPA used French mahogany doors with custom-designed glass panels to open up the chairman's private dining room (right).





BELL ATLANTIC

Mahogany detailing links floors

video conferencing as well as a regular meeting room. Special fluorescent lighting was installed for studio functions, while downlighting spots are available for meeting requirements. "This teleconferencing room is unusual in that it is located on an outside wall," says Smith. "We had to use heavy blackout curtains over windows to block the light."

Sophisticated A/V equipment installed

An anteroom connects the board room, executive dining rooms, and a special area designated for phone calls by visitors or board members. An oval table with a marble inset comfortably seats 14 in the board room, which features sophisticated built-in audio-visual equipment and a custom-designed speaker's podium. A country-square quilt hanging in this room is part of the regional art program that echoes the roots of Central Pennsylvania.

Mahogany French doors with stained glass panels in blue, green, and rust in the chairman's personal dining room follow the color scheme used throughout the project. Residential in feeling, this small room has a wainscot trim, deep blue wall-covering, and brass sconces on its main wall. The other dining room, which seats approximately 50, has similar detailing.

Since Bell needed large, flexible work areas for its three general office floors, KPA decided to use systems furnishings capable of accommodating a large amount of electronic office equipment. Upholstered in blue, green, or rust, and trimmed in mahogany, workstations are clustered around a central core, with private offices surrounding most of the perimeter. Chairs are covered in contrasting accent colors and different panel heights oblige specific user functions. The stepped panels create visual interest and recall soffit details used on the executive floor above. KPA also implemented mahogany-trimmed clerestories and sidelights into office walls to provide adequate privacy for exterior offices and allow some natural light to filter into the center space. Since completing this project, KPA has been commissioned by Bell to design expansion space in the same building.—*S.M.*

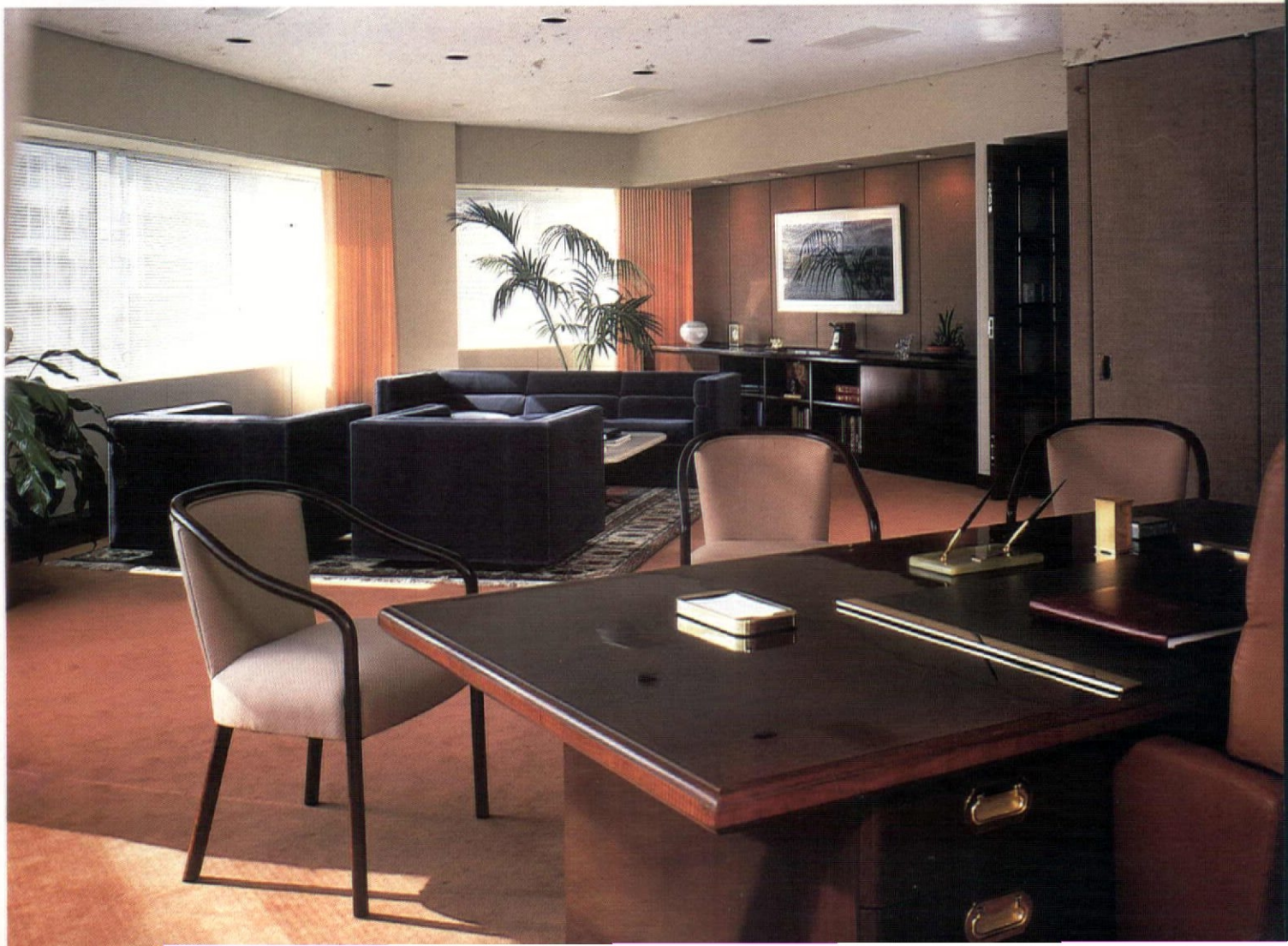
SOURCES

Seating—Bright Chair, Dunbar, David Edwards, Helikon, Metropolitan Furniture, Stendig, Zographos. **Tables**—Beylerian, Cumberland, Modern Mode, Mueller. **Conference table**—Interior Milling. **Carpeting**—Bentley Carpets, Interface. **Wallcovering**—Bentley Carpet Fabrics, Design Tex, Knoll, Willow Tex. **Banquette**—Alexander Woodworking. **Buffet server**—Interior Milling. **Desks**—Helikon, Interior Milling, Modern Mode. **Open plan system**—OSI, div. GF Furniture Systems. **Lighting**—Atelier International. **Desk accessories**—Smith Metal Arts. **Oriental rugs**—Samuel Nucho Rugs. **Stained glass**—Sharon DeHaas Studio. **Hardware**—Paul Associates. **File cabinets**—Storwal. **Paint**—Pittsburgh Paint, Buten. **Signage**—Gary Magikis, Agnew Signs. **Planter**—Intrex. **Custom casegoods**—Paone. **Custom millwork**—Alexander Woodworking, Paone. **Tableware**—J.E. Caldwell & Co. **Custom quilt**—Laura Gilpin Hoopes.

Architecture/interior design—Kenneth Parker Associates; Ken Parker, design director; Chris Smith, project manager; Brooks Holmes, project architect. Mary Brewer, project designer. **General contractor**—Morse Diesel.



Floorplan (opp. page) shows layout of executive floor. An open plan system with extensive wire management capabilities was needed for the general office floors (left). The chairman's office (below) is richly furnished with wood furnishings, an oriental rug, and brass accents.





Myrtle Desk



Condi



Comforto

INTRODUCTIONS OFFER PRACTICAL SOLUTIONS TO WORKSPACE NEEDS

From conferencing to private tasks, workers find support in furnishings design

Condi—This division of Pacific Furniture Manufacturing Co. introduces a classic bentwood chair designed with sculpted back for comfort. Seating includes high- and low-back chairs with choice of spindle or fully upholstered back. Product will be new at NEOCON this year. **Circle No. 360.**

Myrtle Desk—Executive groupings come in contemporary and traditional styles. Oak, walnut, or mahogany are optional. **Circle No. 337.**

Comforto—System 25 uses a system of four movable pivot points responding easily to user's shift in position. Designed by Richard Sapper, chair comes in executive, managerial, and conference models, available in leather and fabric. **Circle No. 333.**



Otto Gerdau

Otto Gerdau—Cristallino Exclusivo features marble imported exclusively by Gerdau from an Italian quarry. Side table is available in eight marble types. **Circle No. 361.**

Morgana-Dux Interiors—Designer Jan Dranger created the highly polished Advance office system to accommodate many needs. Units fit together in various combinations and heights; design elements include a hollow steel frame that conceals cables and wires. **Circle No. 300.**

Morgana-Dux



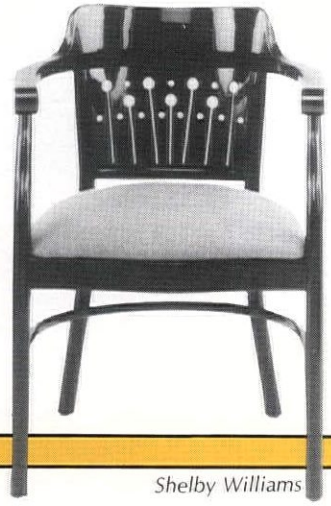
Atelier International—Uni Chair comes with solid hardwood seat and dowel or ladder back, perforated seat/back, cane seat/back, or upholstered versions. Chair comes in beechwood with natural, stained, or lacquered finish. **Circle No. 323.**

TSAO Designs—Occasional table is geared for use in lounges, offices, and waiting areas. Series 2001 features cluster stem base to support tops of polished black, white, or greenstone marble. **Circle No. 353.**

Shelby Williams Inds.—Pierced design gives more flex to the bentwood back of this Vienna Workshop-style chair. Foam-upholstered seat rests 18-in. above floor. **Circle No. 291.**



Atelier Int'l



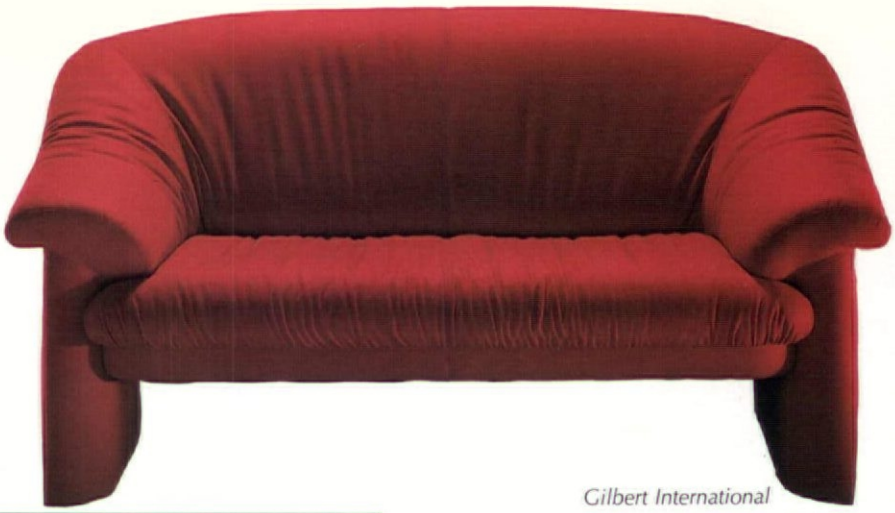
Shelby Williams



TSAO

OFFICE FURNISHINGS

Simple forms come on strong



Gilbert International

Gilbert International—Arena lounge seating from the Alfred Kill collection is available as a chair, settee, or sofa. Product features rolled seat, back, and arms, detailed with topstitching. **Circle No. 436.**

Bretford—An adjustable, mobile terminal table, the MTT3 features separate tilting worksurfaces for terminal and detachable keyboard. Line is available in putty, teak, oak, or walnut mar-resistant laminate. **Circle No. 318.**

Krug—Series 1400 contoured arm chair is for general purpose use. Turned frame components are of 2-in. diameter hardwood, featuring deeply contoured bentwood back. Chair is available in oak or maple with variety of finishes. **Circle No. 357.**

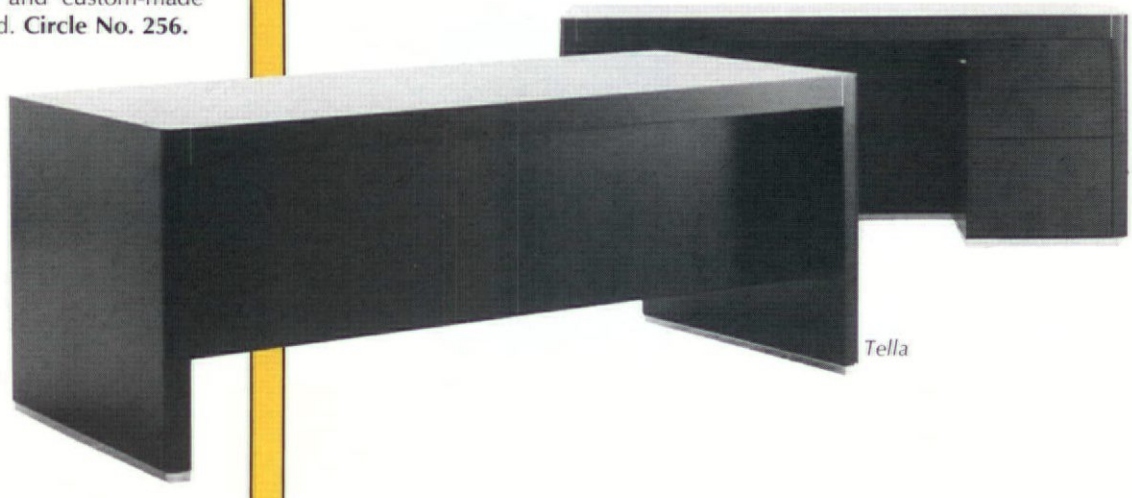
Tella Systems—Eight wood species and 14 finishes are available with the Mayfair series. Specials and custom-made items are also offered. **Circle No. 256.**



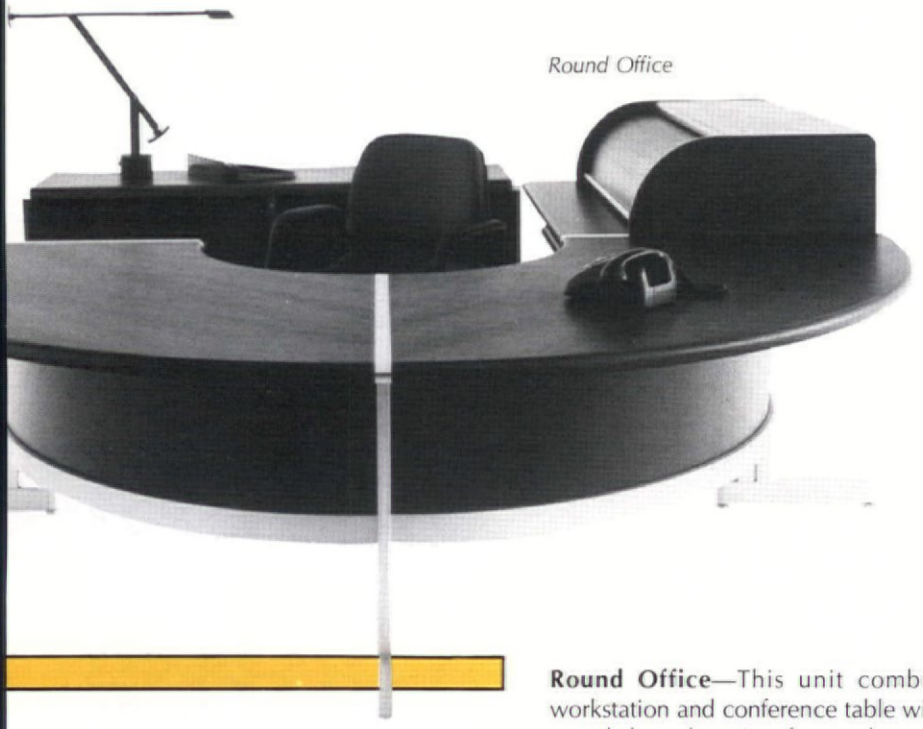
Bretford

Krug





Tella



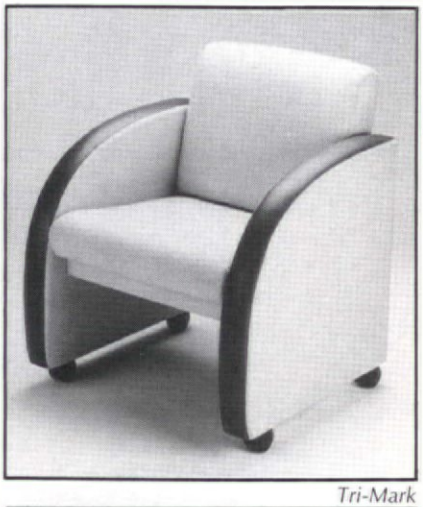
Round Office



Herman Miller

Round Office—This unit combines workstation and conference table with a round-shaped setting for worker communication. Roll-top storage unit with tambour is part of the design. **Circle No. 362.**

Herman Miller—Ethospace offers a range of worker options including this arrangement featuring warm veneer tiles complementing the peninsula table. Table can be used for tasks, conferencing, or as a workspace divider. **Circle No. 324.**

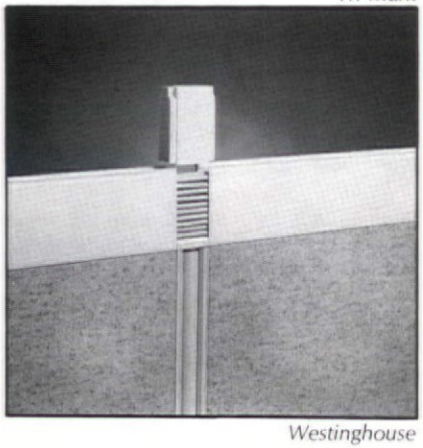


Tri-Mark

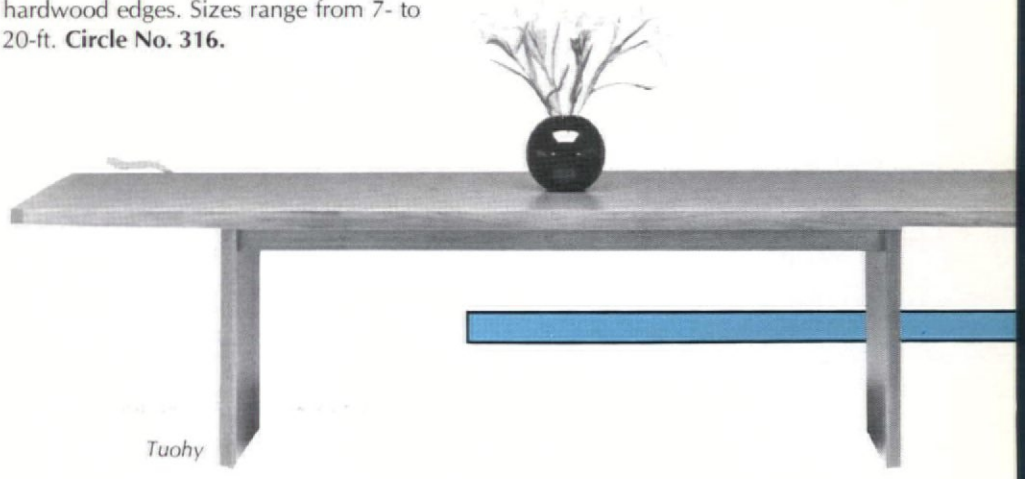
Tri-Mark Tulip—This single pull-up chair can also be ganged as a two-, three-, or four-seater. Chairs can be specified with glides or casters. **Circle No. 335.**

Tuohy—CD-Series conference tables offer variations on the panel/apron table format. Tables are constructed of select, hardwood veneer with matching solid hardwood edges. Sizes range from 7- to 20-ft. **Circle No. 316.**

Westinghouse Furniture Systems—Open office solution for cable and wire management is available in Data-Trak, designed to maintain flexibility of workspace while offering cable and wire management in both factory and business office. **Circle No. 358.**



Westinghouse



Tuohy



Delco

OFFICE FURNISHINGS

Fine detailing leaves lasting impression

Delco—Concealed cable entry and distribution, plus divider unit to separate terminal positions on central station, are among features of Space Age cluster system. Various pedestal designs and desk sizes are available in the line.
Circle No. 346.

Lista—Freestanding modular system offers multi-adjustable surfaces for raising or tilting. Concealed electrification and communication cable management of the 7000 Terminal series is provided by organizational channels.
Circle No. 356.

Interlacken—#3030 chair provides anatomical and vascular support for office workers. A fully adjustable posture back, gas lift or manual height adjustment, and foam-padded armrests are among included features.
Circle No. 278.

Performance Seating—All chairs in Executive Series 6 are designed to meet orthopedic standards. Products feature synchronic control, gas lift for height adjustment, and soft-skinned urethane arms to match shell colors.
Circle No. 257.

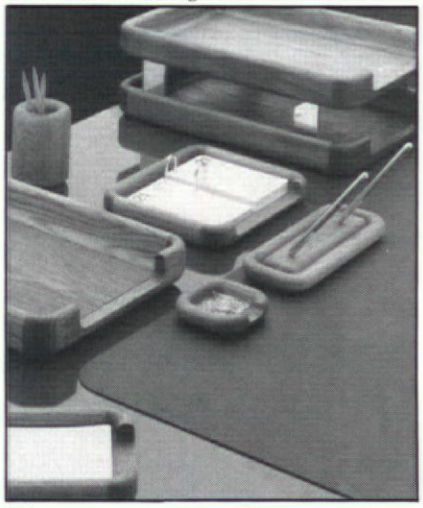
Eldon Office Products—Solid wood office accessories comprise the Woodline 6500 series. Series comes in oak or walnut hand-finished with radiused corners in letter trays, memo holder, pen set, ash tray, pencil cup, and other items. **Circle No. 331.**

Lista





Performance Seating



Eldon



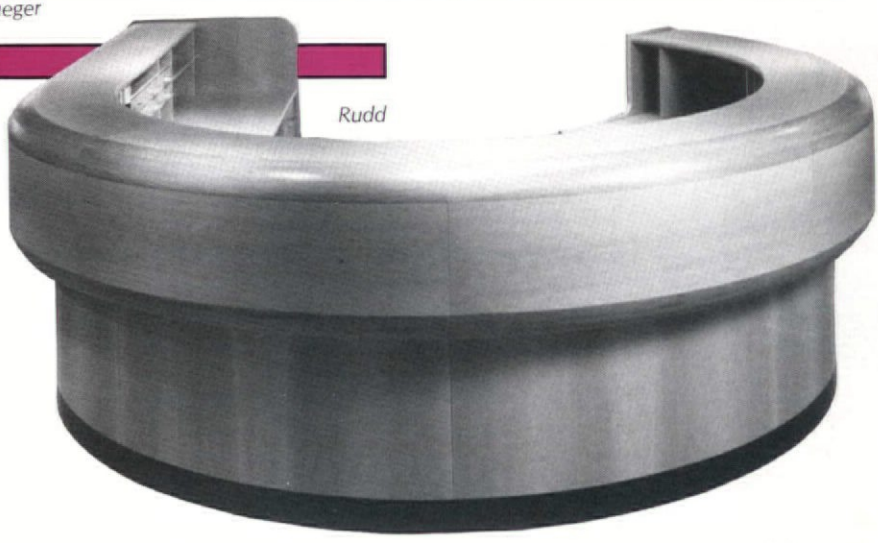
Interlacken



GF



Krueger



Rudd

GF Furniture Systems—Syntop chair line offers Multamove mechanism which follows user with continuous back support. Seat and backrest recline synchronously. **Circle No. 339.**

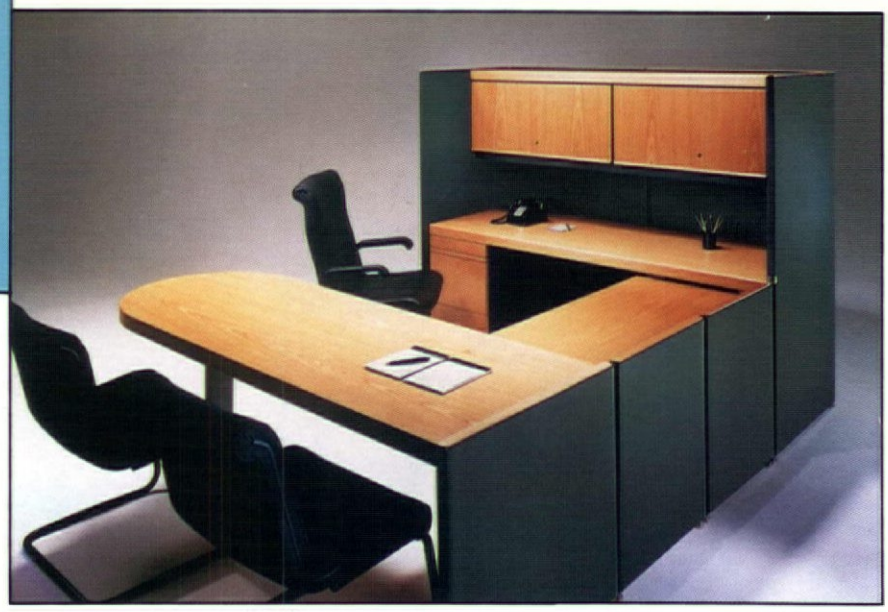
Krueger—Major additions to COM worksurface and storage system include three-circuit electrical power network plus privacy, modesty, and freestanding acoustical panels. **Circle No. 258.**

Rudd International—Modular EB receptionist desk can be arranged in various configurations, providing for increased flexibility and easier moves. Product is available in natural oak, natural beech, and natural mahogany.
Circle No. 250.

Patrician—Art Deco-style Beta sofa is also available as a chair or loveseat. Contoured for comfort, product is fully upholstered for compatibility with most contemporary settings.
Circle No. 228.



Patrician



Knoll

OFFICE FURNISHINGS

Wood finishes add warmth



AGI



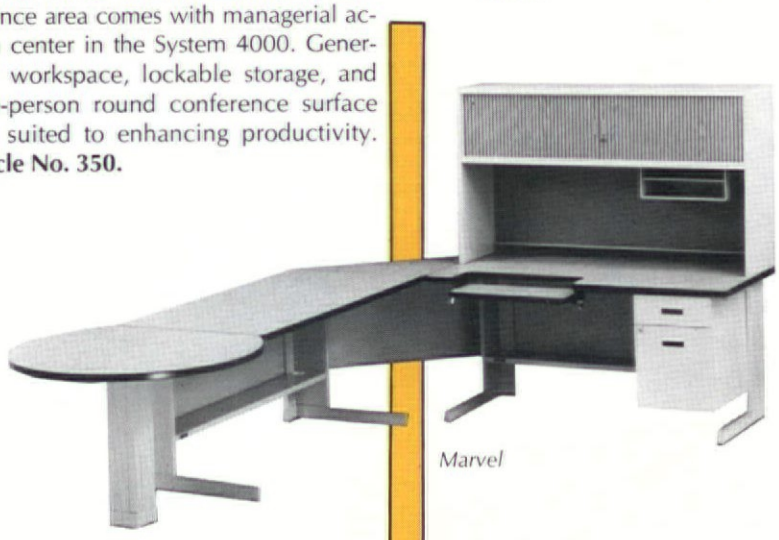
Thonet

Knoll—Zapf System now offers wood componentry in top caps, fronts for pedestals, and overhead storage units as well as worksurfaces. Five Techgrain veneers have been added to the line, including red mahogany, medium brown mahogany, oak, maple, and cherry. **Circle No. 327.**

AGI Industries—Aloe is available in loveseat as well as sofa and lounge chair. It is part of a complete line of chairs, tables, and benches. **Circle No. 342.**

Thonet—A stacking version of Marcel Breuer's cantilever chair is offered with natural cane upholstered seats and backs. Choose from among polished chrome, brass plating, or powder-coated finishes. **Circle No. 271.**

Marvel Metal Products—Built-in conference area comes with managerial action center in the System 4000. Generous workspace, lockable storage, and five-person round conference surface are suited to enhancing productivity. **Circle No. 350.**



Marvel



Brayton

Brayton International—For conference, side, or dining use, Anna 2050/1 is one of 12 designs in the Classic Designs in Wood series. **Circle No. 268.**



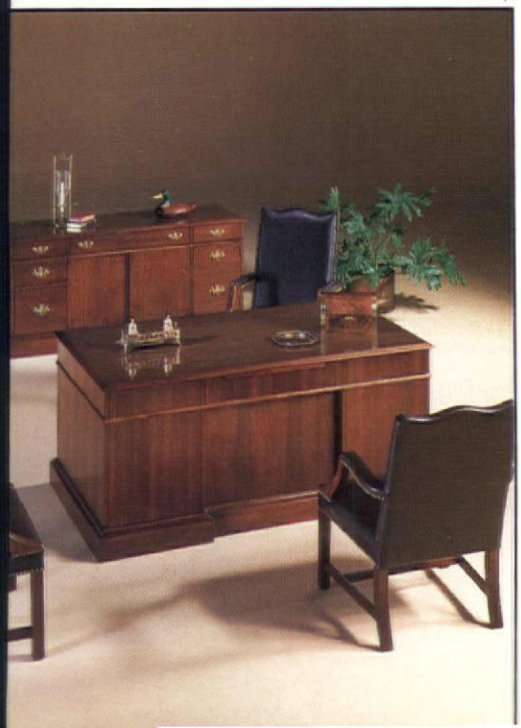
Commonwealth

Commonwealth Contract Furnishings—Constructed of solid cherry and consisting of three models, the Henrico series is suitable for today's electronic office. Eight available finishes enhance 100 fabric designs. **Circle No. 298.**

Xception Design—Ergonomic features of Axess, a line of computer support furniture, include built-in footrest, adjustable paper flow and filing shelves, and stackable lighting. **Circle No. 290.**

R-Way—Magistrate series is distinguished by a Chippendale design, hand-selected veneers in lacquer walnut finish, plus mitered corners and joints. **Circle No. 287.**

R-Way



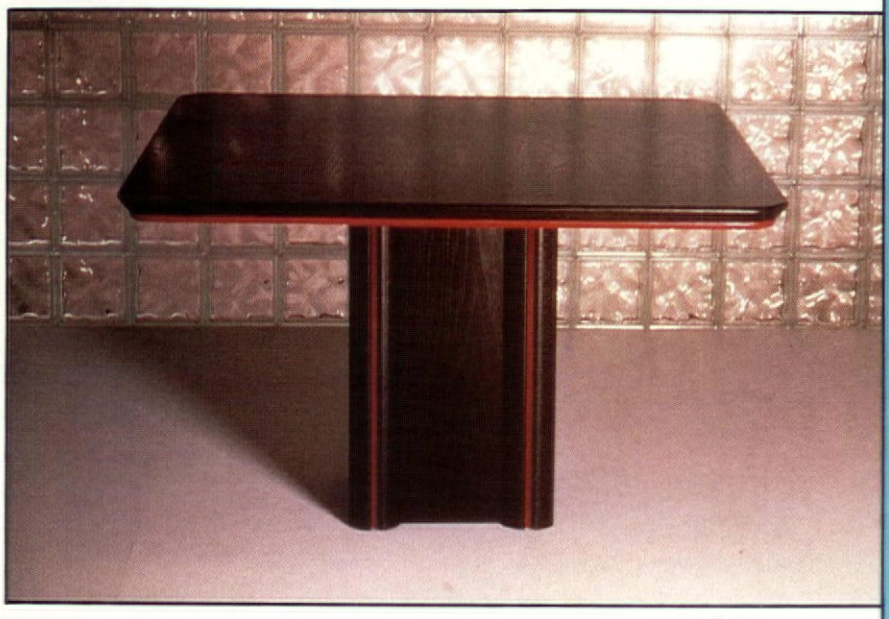
Steelcase—Computer support furniture in the 8800 Series consists of freestanding modular furniture components and accessories. VDT stands, computer tables, printer tables, and mobile storage pedestals are all available with a range of accessories. **Circle No. 341.**

Xception





Steelcase



Howe

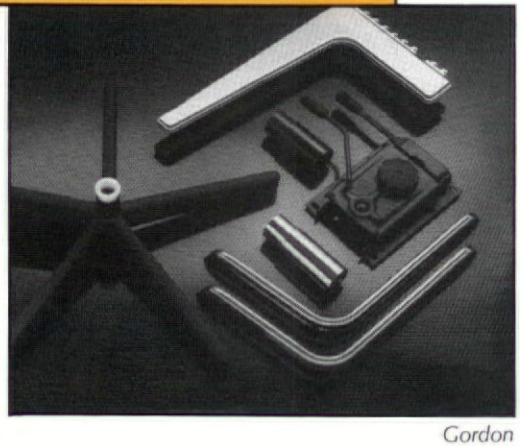
OFFICE FURNISHINGS

Rounded edges soften desks

Howe Furniture—Donohue Table is shown with square top and single pedestal base in one of four "ebonized" black wood finishes. Design is also available in four natural wood finishes and a four-legged version, or double-pedestal for larger models. **Circle No. 317.**

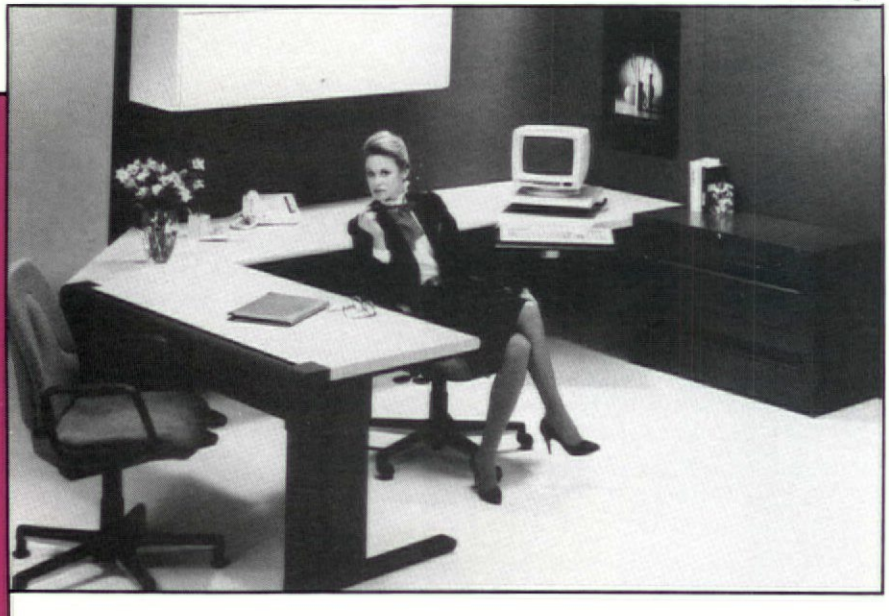


Beylerian



Gordon

Borroughs



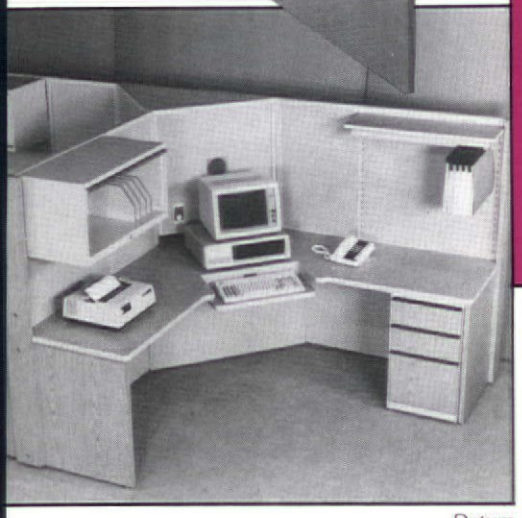
Beylerian—Vivid color accents armrests, seats, and bases on Sirkus series task, conference, and visitor chairs. Swivel or stationary bases are available with high- and low-back versions. **Circle No. 286.**

Gordon Mfg.—Precision components with sleek design include pneumatic and manual chair controls plus chair bases. **Circle No. 281.**

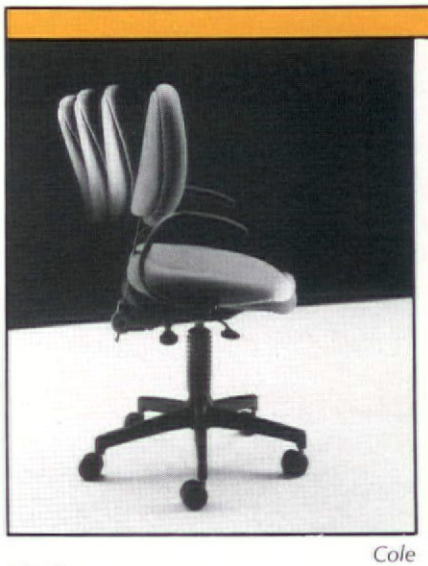
Borroughs—Sigma 2000, a freestanding task support system, features optional acoustical wall panels, adjustable worksurfaces, filing systems, and paper management options. **Circle No. 295.**



elite/Biltrite



Datum

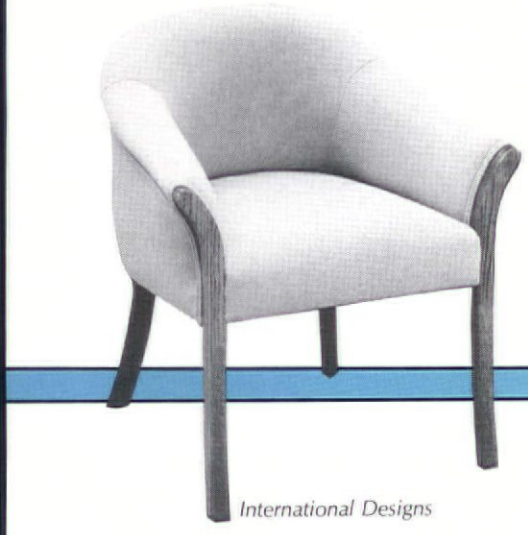


Cole

elite/Biltrite—Tilting keyboard trays, machine-support, plus hanging and freestanding worksurfaces in the Ergo-8 line meet changing user needs. **Circle No. 260.**

Datum Filing Systems—Satellite Computer Center comes in up to six-station arrangements. A typical installation reduces square footage requirements by 33 percent, while increasing per-worker surface area by 25 percent. **Circle No. 310.**

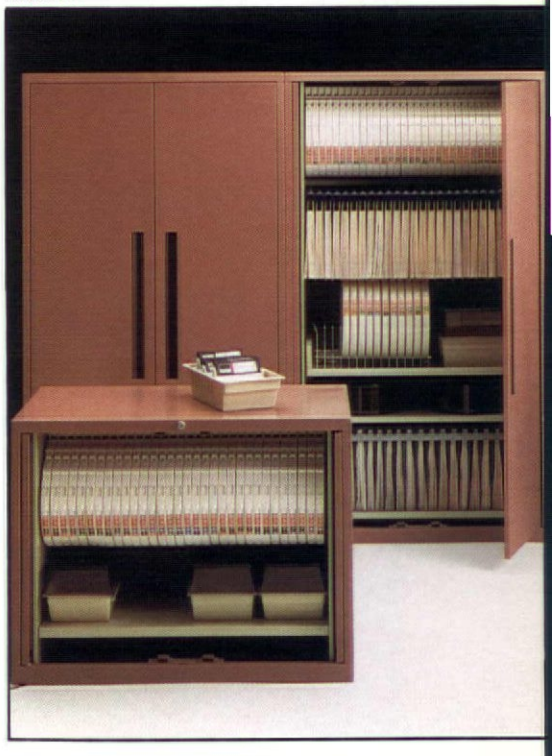
Cole Business Furniture—Four chairs, each featuring simultaneous front and seat/back tilt mechanism, have been added to the Affordables seating series. **Circle No. 280.**



International Designs

International Designs—Calais seating, featuring finely detailed legs of solid oak, walnut, or mahogany, is suitable for formal offices. **Circle No. 262.**

Montisa



Montisa—Cabinets feature unique receding doors, versatile components, and patented locking mechanism. Product is designed for media storage. **Circle No. 319.**

OFFICE FURNISHINGS

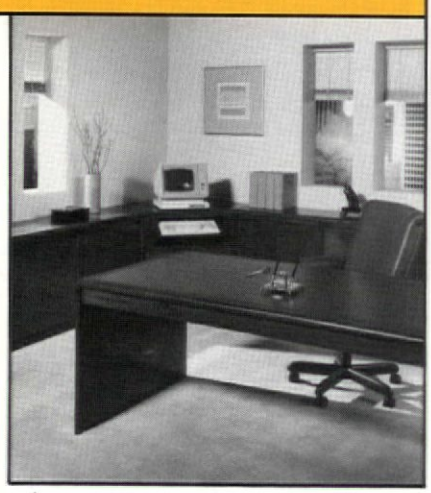
Metal accents sparkle



Vecta



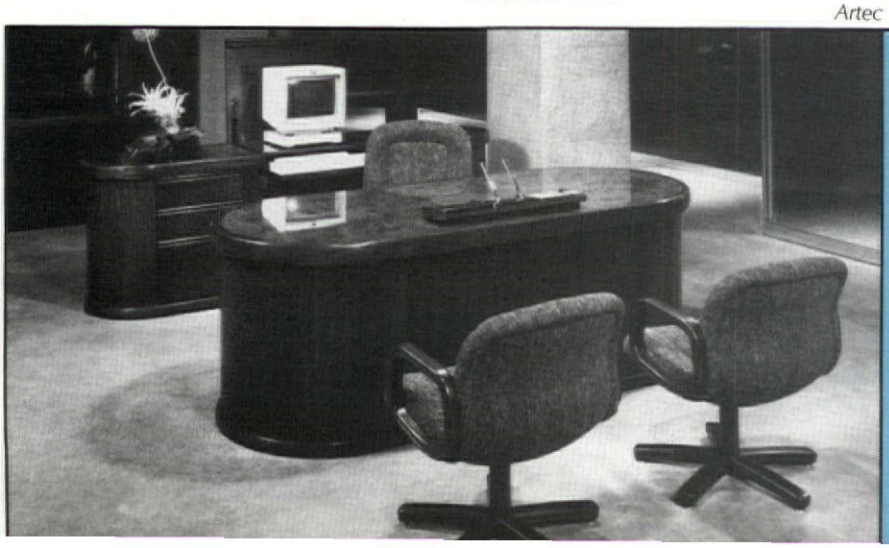
United Chair



Jofco



Decorative Firsts



Artec

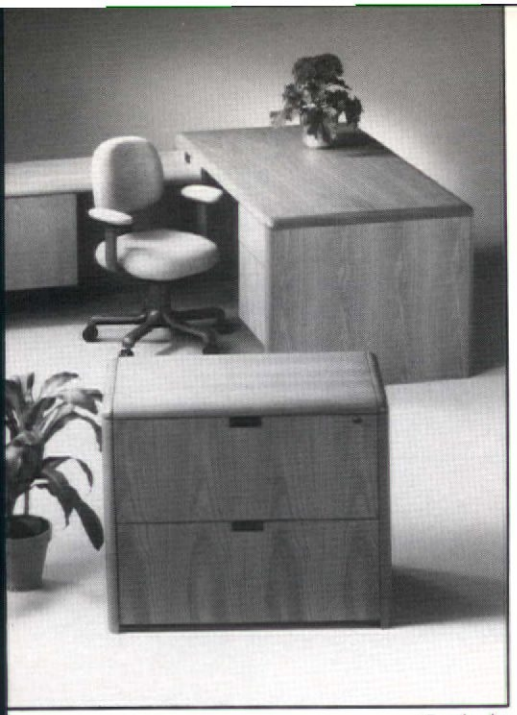
United Chair—Complét series of task chairs includes arm and armless models. Each model features five-leg cast-aluminum base, pneumatic height adjustment, dual-wheel casters, and choice of fabric coverings. **Circle No. 275.**

Vecta Contract—Esprit tables can be used in either a mobile or stationary mode. Conical feet conceal casters; nylon cups can be removed from feet to serve as glides. **Circle No. 259.**

Jofco—Featured are freestanding corner unit (which can house 30-in. modulars) with matching extensions and table desk with leather top. **Circle No. 321.**

Decorative Firsts—A two-tone effect, created with bisque-color laminate surfaces and wood trim, characterizes the 2100 Distinction series. Brass accent trim complements end panels and top edges. **Circle No. 254.**

Artec—The Planus group of double pedestal desks, credenzas, and conference tables is intended for executive-level use. **Circle No. 297.**



Gunlocke



Interact

The Gunlocke Company—Radius-edged e'lan series with oak, mahogany, or walnut veneers includes desks, computer resource furniture, credenzas, and occasional tables. **Circle No. 277.**

Interact—A corporate conference table and Series 20 seating are now available from this firm. Seating is offered in 25 different styles, ranging from polished aluminum to solid wood arms and bases. **Circle No. 301.**



Haworth

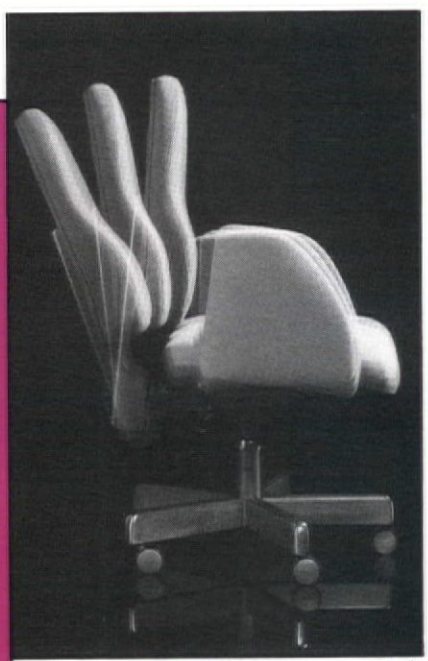
Haworth Office Systems—Charcoal, a trim color, is now available on systems furniture lines, including table and chair bases, components, and exposed hardware. **Circle No. 255.**



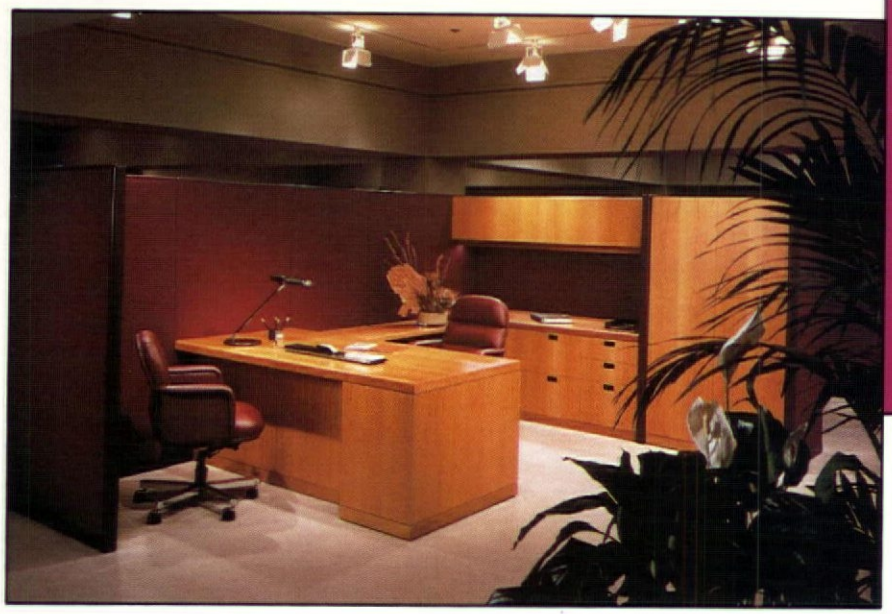
D.S. Brown

Paoli—#344-5 posture-back task chair has an articulating seat that can be easily adjusted for comfort. A wide variety of fabrics and finishes is offered. **Circle No. 289.**

D.S. Brown Co.—Stacking armchair with open back has a laminated beech frame. Seat and back are molded from flame-resistant, cold-cure foam. **Circle No. 273.**



Paoli



Hiebert

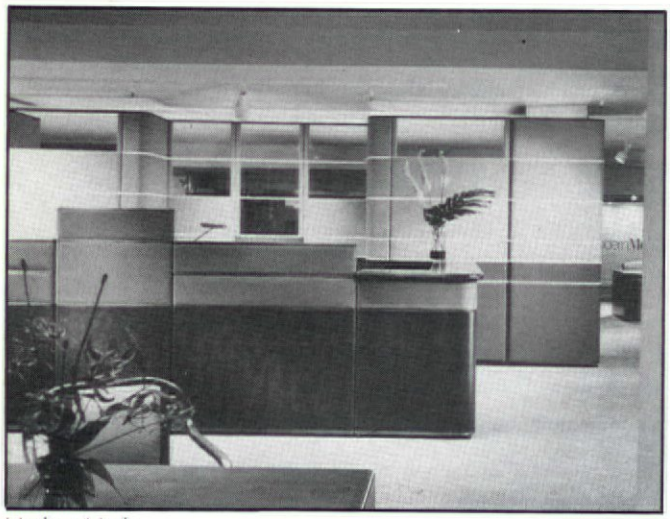
OFFICE FURNISHINGS

Interchangeable components are features

Hiebert Inc.—Four separate lines, each featuring unique detailing, comprise the Prism series of office furniture systems. Freestanding desks and credenzas are included in each line; 15 wood finishes and a full range of solid color finishes are offered for all casegoods. **Circle No. 272.**

Modern Mode—Stratus, Norman Cherner's horizontally inspired open plan furniture system, is featured in this firm's Chicago showroom. Lacquer and wood finishes are available for this stackable system. **Circle No. 279.**

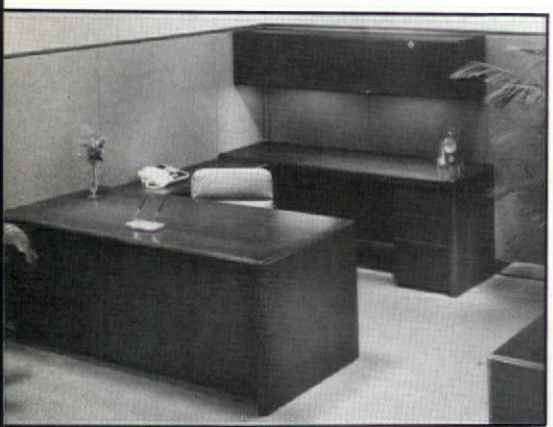
Haller Systems—Quality open-plan office system is geared to reception, accounting, sales, and administration with use of interchangeable component elements. Modular system is based on ball connectors and enamel panels. **Circle No. 352.**



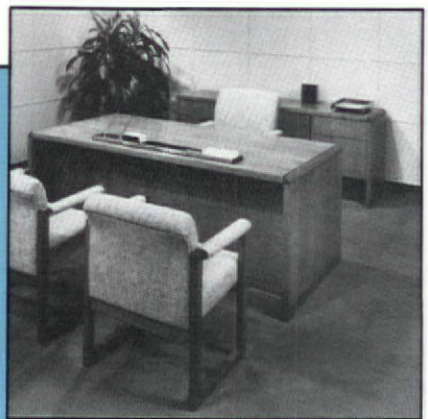
Modern Mode



Haller



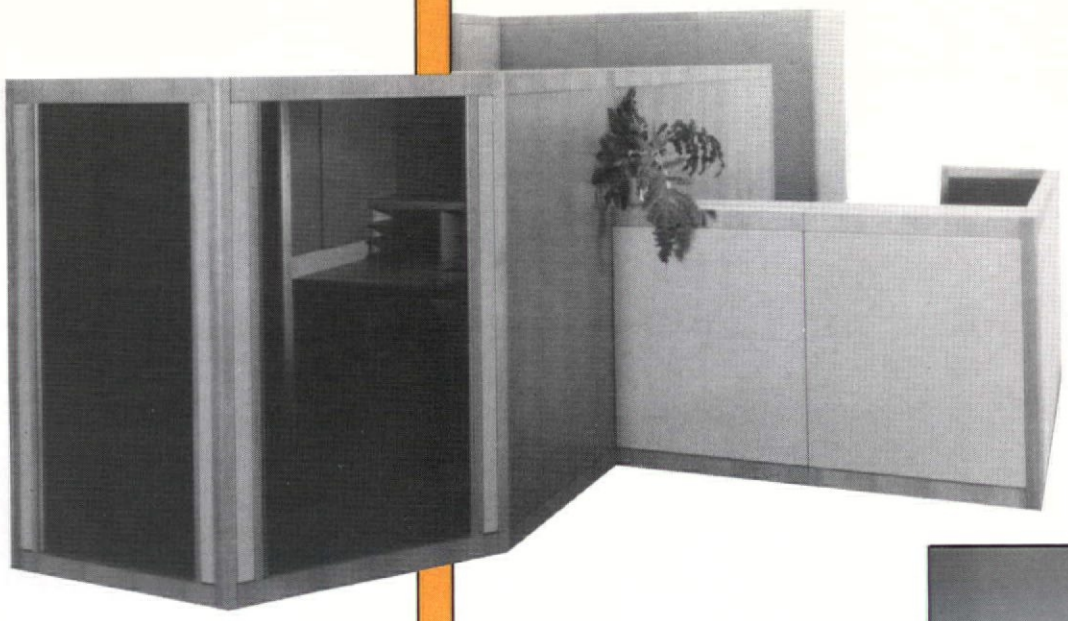
Rose Johnson



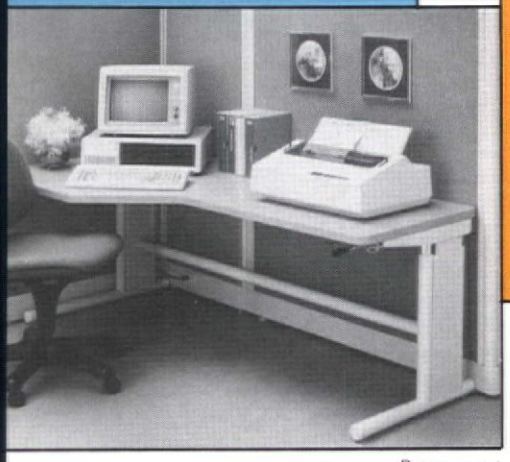
Kimball

Rose Johnson—RJ Office System offers richness of wood with full layout flexibility, including freestanding furniture. Desks, credenzas, wardrobes, and conference tables blend with other items in office environment. **Circle No. 354.**

Kimball Office Furniture—Oak casegoods in the 6660 series feature a radius-edge design and matched vertical grains in oak veneers and solids. Desks, credenzas, returns, bookcases, lateral files, and tables are included in this series. **Circle No. 296.**



Lunstead



Rosemount

Rosemount Office Systems—Freestanding electronic support furniture has been added to this firm's cantilevered electronic support components. Fixed- and adjustable-height tables are mounted on locking casters or glides. **Circle No. 270.**

Lunstead—Posts of the Matrixsystem open plan panels are of solid oak, rounded with a ¾-in. radius. Walls can be changed from wood to acoustic construction by simply unsnapping and replacing each inset panel. **Circle No. 314.**

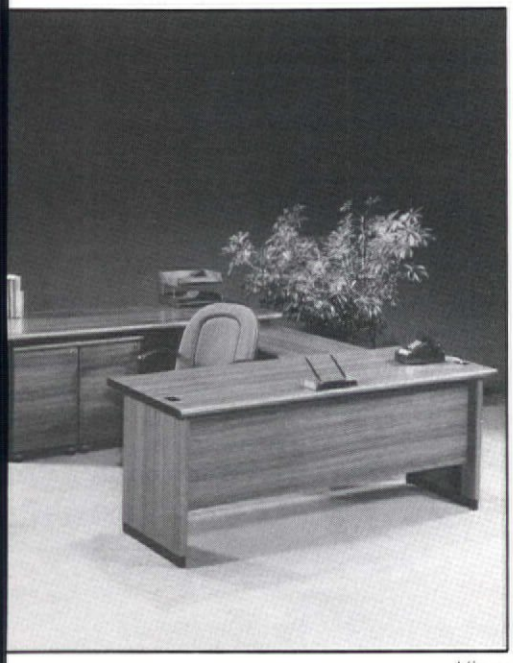
Virco Mfg. Corp.—Rounded corners, scruff-resistant edges, a wire management system, and easy assembly characterize the Execuline series. Available in Oregon oak and walnut. **Circle No. 299.**

Executive Furniture—Williamsburg Series offers traditional office styling from basic desk-credenza combination to conference suite in modular componentry. Series is adaptable to electronic office needs. **Circle No. 325.**

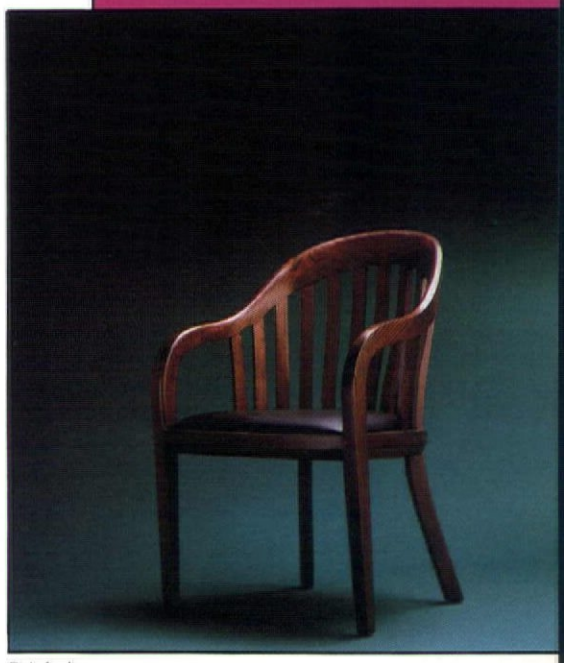
Brickel—Blackstone Chair offers carved-wood styling with upholstered seat for added comfort. Model is made of solid ash with upholstery in wide range of Brickel textiles and leathers. **Circle No. 330.**



Executive Furniture



Virco



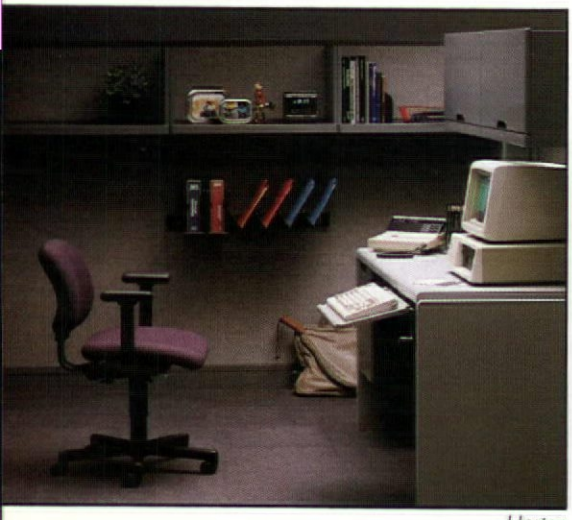
Brickel

OFFICE FURNISHINGS

Adjustable features integral to design



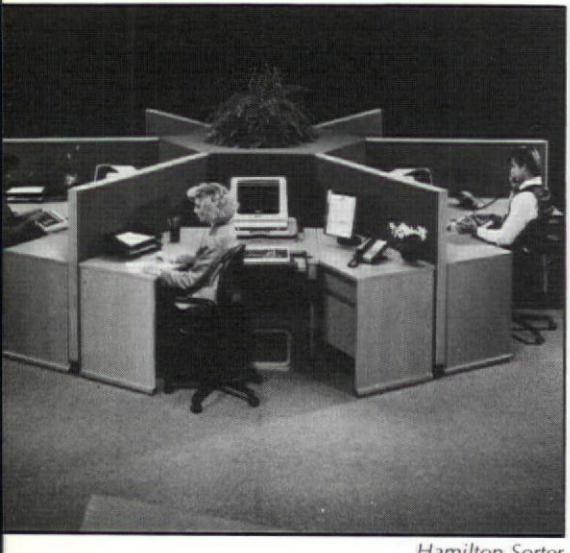
Jasper Desk



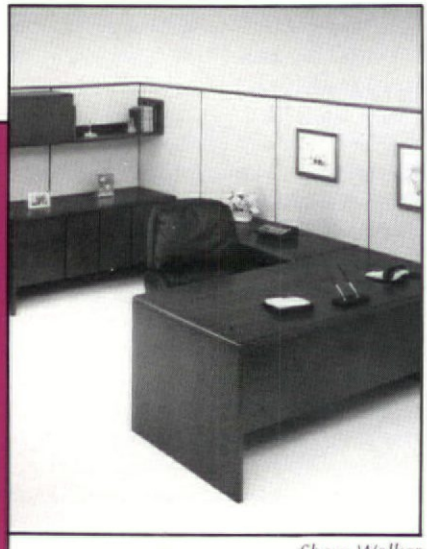
Harter



Fixtures Furniture



Hamilton Sorter



Shaw-Walker

Jasper Desk Co.—Decorative overlay moldings, end panels, and fronts complement the brass hardware and "Harmony" finish of Ashley Series 4. **Circle No. 284.**

Fixtures Furniture—With or without arms, Signa seating provides ergonomic benefits. Product features include pneumatic mechanisms for seat height and synchronized back tilt adjustments plus manual adjustments for back height and seat inclination. **Circle No. 282.**

Harter—Desk comes in various lengths up to 72 in. and can be crank-adjusted 6 in. up or down with ease regardless of weight on surface area. HarterAnthro chair offers ergonomic adjustability as well, providing a totally human-engineered environment. **Circle No. 359.**

Shaw-Walker—Woodwind Collection of freestanding wood furniture and open plan systems is designed to meet ergonomic requirements for all workers. Engineered and crafted of select oak and mahogany veneers and solids, Woodwind is available in light oak, medium oak, or mahogany. **Circle No. 322.**

Hamilton Sorter—Fully adjustable worksurfaces, cable management, and acoustical panels come with Biotec Cluster-Core system. Product line is suited to applications involving up to six people with minimum use of floor space. **Circle No. 340.**



Stow & Davis



Amstore

All-Steel

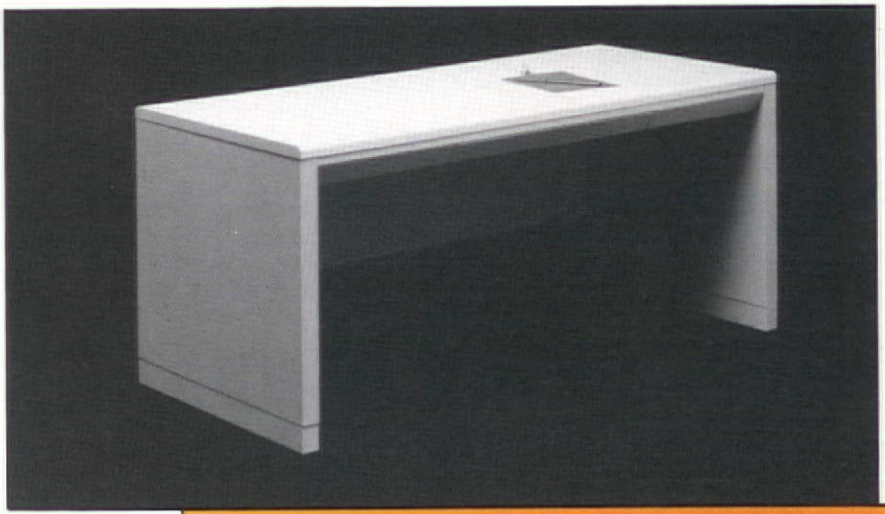
Stow & Davis—Canto Collection by Norman Diekman has double-pedestal desk, table desk, secretarial desk, and credenza suited to computer use. Line is available in four standard veneers—maple, sapeli, walnut, and mahogany. **Circle No. 309.**

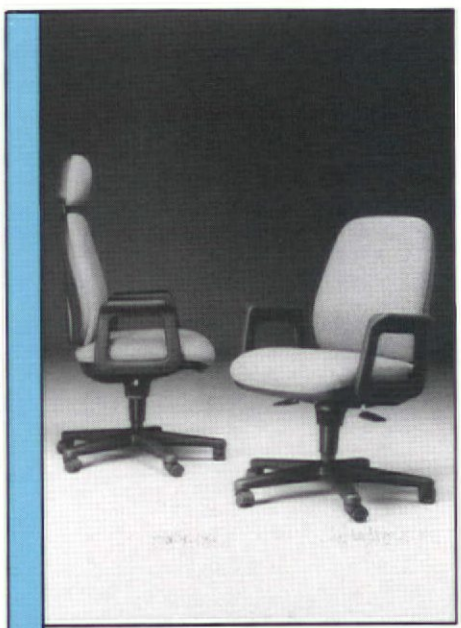
Amstore Systems—Sound-absorption, advanced wire management, and concealed desk-top wireway are among features of Maxx. Also available are articulating keyboard arm and paper management capability. **Circle No. 334.**

All-Steel—Executive table desks in the 4600 series are available in double- or single-suspended pedestal configurations and are compatible with the series' basic desks, L-returns, and credenzas. **Circle No. 253.**

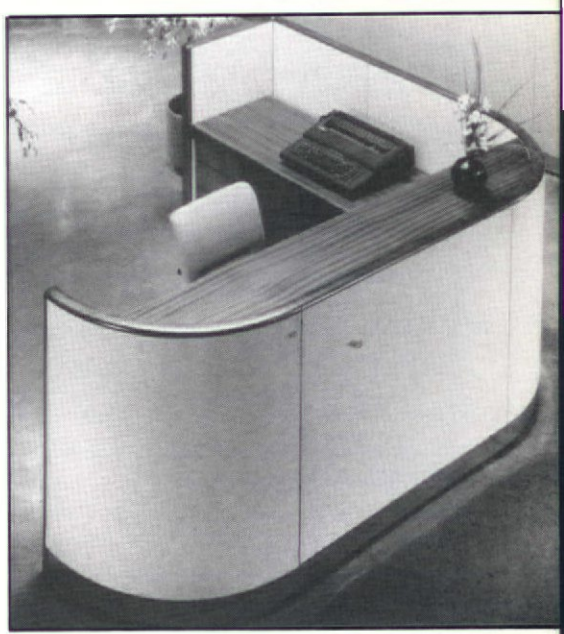
Executive Office Concepts—Master is a family of chairs ranging from clerical to executive models. Synchrotilt control is available on executive styles, while a range of adjustments exist throughout the line. **Circle No. 315.**

JG Furniture Systems—Fully upholstered acoustical panels and posts are offered through this firm's IOP/Express program. In-stock fabrics can be selected from Firescreen, Helena, Koko, Escosse, Imprimatur, and Kinu collections. **Circle No. 288.**

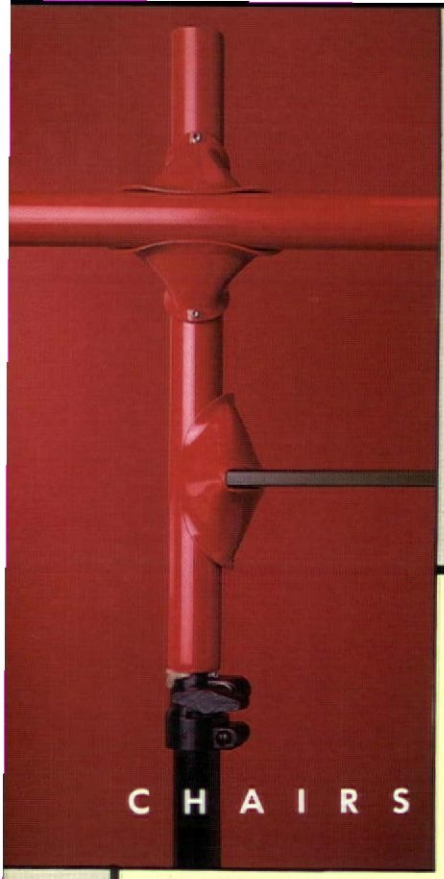




EOC



JG



HARDWARE/COMPONENT

◀ **Allied Tube & Conduit,** Connexion steel tubular system. **Circle No. 224.**

	Bases	Cane Webbing	Casters	Chair Controls—Pneumatic	Chair Controls—Manual	Convertible Mechanisms	Fasteners	Fiber Materials	Fire Retardant Foam	Foam	Frames	Gas Cylinders	Glides	Molded Shells	Plastic Materials	Rubber Webbing	Springs & Supports	Swivels	Tubing	Other
Aetnacraft Industries, Inc.	●										●							●	●	●
Allied Tube & Conduit Corp.																			●	
American Caster Corp.			●																	
Bassick Division, Stewart Warner Corp.			●																	
Bruce Plastics, Inc.													●							
CHF Industries	●												●					●		
Cinco Carved Chair Company											●									●
Collier-Keyworth Co.	●				●						●									
Cyro Industries															●					
Decatur Industries, Inc.	●																			●
EST, Div Leggett & Platt	●																			
The Escot Corp., TorXonic Div.				●													●			
Falcon Products, Inc.	●																			
Faul & Son Tool & Die Co.	●					●											●			
Faultless Caster Corp.	●		●		●															
Flex-O-Lators, Inc.															●		●			
Gas Spring Co.				●								●								
General Foam Corp.								●	●	●										
Gordon Manufacturing Co.	●			●	●													●		
Häfele America			●	●	●	●	●					●	●							
Haydock Caster Co.			●										●							
Herculite Products, Inc.																				●
Hettich America Corp.							●											●		
Hickory Springs Mfg. Co.						●		●	●	●							●	●		

PECIFICATION GUIDE

Trendler Metal Products, chair base.
Circle No. 221. ▼



No detail escapes the specifier's critical eye. CONTRACT's editors provide in this third Hardware/Component Specification Guide the wherewithal to tie names and locations to needed furniture hardware and components—fire retardant foam, for example. If a product is in the specification chain, fast source location is a paramount consideration. Alphabetical section begins on page 126.

	Bases	Cane Webbing	Casters	Chair Controls—Pneumatic	Chair Controls—Manual	Convertible Mechanisms	Fasteners	Fiber Materials	Fire Retardant Foam	Foam	Frames	Gas Cylinders	Glides	Molded Shells	Plastic Materials	Rubber Webbing	Springs & Supports	Swivels	Tubing	Other
Hoover Universal, Inc.						●											●			
IMI, Inc.				●								●								
Inter-Mares Trading Co.		●																		
International Glide			●										●			●		●		
Jasper Wood Products Co., Inc.														●						●
K&T Products	●										●								●	
Kay Springs, Inc.																	●			
L & B Products Corp.													●							
Leggett & Platt, Inc.	●			●	●	●		●	●	●		●		●	●		●	●	●	
Level of Winchendon	●												●	●				●	●	
Liberty Hardware Mfg. Corp.	●					●	●					●	●					●		
MTS Seating, Inc.	●										●							●		
Master Caster Co.			●																	
Master Metal Works	●												●						●	
National Import Products Inc.	●		●				●						●						●	
Norfield Corp.																				●
No Sag Products										●							●	●		
The October Company	●																			●
Outwater Industries, Inc.		●	●										●		●			●		
P.X. Industries, Inc.													●							
Pioneer Mfg., Inc.				●	●												●	●		●
PLAKO/USA	●		●	●	●			●					●	●	●					●
Plasticoid Mfg., Inc.	●						●								●					
Plastiglide Mfg. Corp.			●				●						●					●		

HARDWARE/COMPONENT ALPHABETICAL GUIDE

Accuride
Div. of Standard Precision, Inc.
12311 S. Shoemaker Ave.
Santa Fe Springs, CA 90670
(213) 944-0921

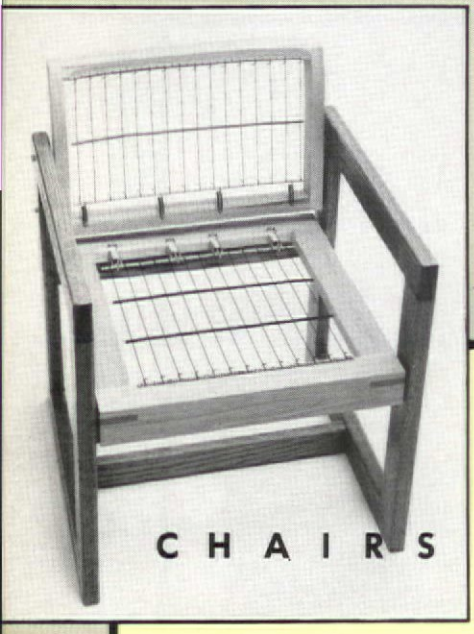
Advanced Technology Inc.
311 Regional Rd. S.
Greensboro, NC 27409
(919) 668-0488

Aetnacraft Industries, Inc.
69 - 2nd Ave.
Brooklyn, NY 11215
(718) 768-8773

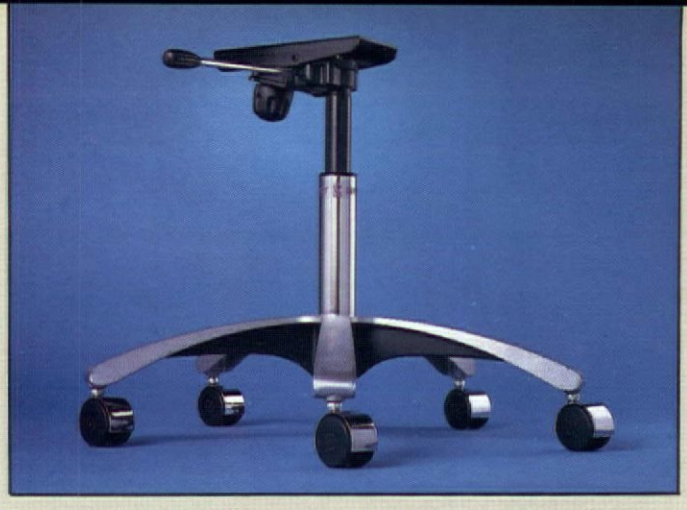
Allied Tube & Conduit Corp.
16100 S. Lathrop
Harvey, IL 60426
(800) 225-5433

Alma Plastics Co.
6910 N. Shadeland, #203
Indianapolis, IN 46226
(317) 842-5671

American Caster Corp.
141 West Avenue 34
Los Angeles, CA 90031
(213) 227-8377



◀ **Flex-O-Lators,** Perma-Eze spring insulator. **Circle No. 220.**



Suspa, Isifit height-adjustment column. ▲ **Circle No. 223.**

Bassick Division, Stewart Warner Corp.
960 Atlantic St.
Bridgeport, CT 06601
(203) 366-3671

Bay View Plastics
7821 S. 10th St.
Oak Creek, WI 53154
(414) 764-2120

Beemak Inc.
P.O. Box 286
Walnut Creek, CA 94596
(415) 930-7816

Berco Industries
1120 Montrose Ave.
St. Louis, MO 63104
(314) 772-4700

	Bases	Cane Webbing	Casters	Chair Controls—Pneumatic	Chair Controls—Manual	Convertible Mechanisms	Fasteners	Fiber Materials	Fire Retardant Foam	Foam	Frames	Gas Cylinders	Glides	Molded Shells	Plastic Materials	Rubber Webbing	Springs & Supports	Swivels	Tubing	Other
Recticel Foam Corp.								●	●	●				●						
Reliance Upholstery Supply Co., Inc.								●	●	●							●			
Romac Fabrications, Inc.											●									
Selby Furniture Hardware Co., Inc.	●		●				●						●					●		
Selkate	●																			
Shepherd Products U.S., Inc.	●		●										●							
Stafast Products, Inc.							●													●
Suspa, Inc.				●								●								
Techniwood Corp.											●									
Terry Hinge & Hardware			●																	
Toyad Corporation									●	●										
Trendler Metal Products, Inc.	●				●													●		
Ultra-Flex Corp.																●				
Walker & Zanger, Inc.	●	●	●								●					●		●		
David R. Webb Co., Inc.																				●
Wendell Fabrics Corp.		●																		

Berg Industries
P.O. Box 2048
Morristown, TN 37814
(615) 587-1400

Julius Blum, Inc.
Blum Indl. Pk., Hwy 16-Lowesville
Stanley, NC 28164
(800) 438-6788

Bruce Plastics, Inc.
P.O. Box 4547
Pittsburgh, PA 15205
(412) 787-2100

CHF Industries
150 Pine St.
Grayslake, IL 60030
(800) 243-8677

Cinco Carved Chair Company
719 W. Lee St., P.O. Box 444
Greensboro, NC 27402
(919) 273-0356

Collier-Keyworth Co.
1 Tuttle Pl.
Gardner, MA 01440
(617) 632-0120

Cyro Industries
155 Tice Blvd.
Woodcliff Lake, NJ 07675
(800) 631-5384, (201) 930-0100

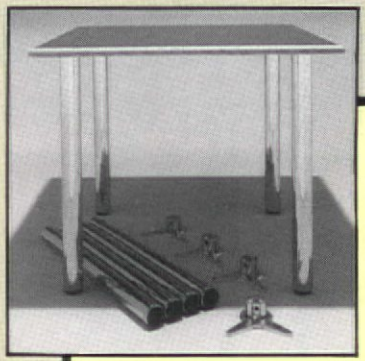
Decatur Industries, Inc.
P.O. Box 311, Dept. 38
Decatur, IN 46733
(800) 348-0748

(Continued)



◀ **Falcon Products,** metal table base. **Circle No. 214.**

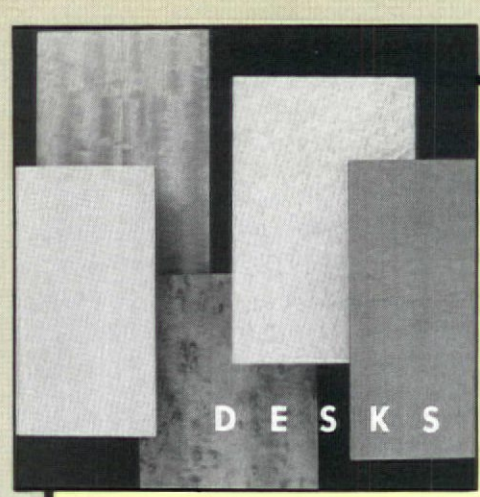
Peter Pepper Products, table legs. **Circle No. 222.** ▼



	Tops	Bases	Hardware/Hinges
Aetnacraft Industries, Inc.		●	
Bay View Plastics	●		
Berco Industries	●	●	
CHF Industries	●	●	●
Decatur Industries, Inc.	●	●	
Decorative Veneer, Inc.	●		
Ditto Sales		●	
Eagle Plywood & Door Manufacturers, Inc.	●	●	
Eggers Industries	●		
EST, Div Leggett & Platt		●	
Falcon Products, Inc.	●	●	
Faultless Caster Corp.		●	
Fiberesin Industries, Inc.	●		
Flexible Materials Inc.		●	
Formica Corp., sub. American Cyanamid	●	●	
Gem Industries, Inc.		●	●
Häfele America		●	●
Hamilton Industries	●	●	●
Howe Furniture Corp.	●	●	
International Glide			●
The Ironmonger, Inc.		●	
Jasper Wood Products Co., Inc.	●	●	
Johnson Industries Inc.			●
K&T Products			●
L & B Mfg. Corp.		●	●
L & B Products Corp.	●	●	●

	Tops	Bases	Hardware/Hinges
Leggett & Platt, Inc.		●	
Level of Winchendon	●	●	●
Liberty Hardware Mfg. Corp.		●	●
MTS Seating, Inc.	●	●	
Master Metal Works		●	
Modern Plastics Corp.	●		
Norfield Corp.	●		
The October Company	●	●	
S. Parker Hardware Mfg. Co.			●
Peter Pepper Products, Inc.		●	
Plako/USA		●	
Plasticoid Mfg., Inc.	●	●	
Plastiglide Mfg. Corp.			●
Recticel Foam Corp.		●	
Redco Mfg., Div. LHL Corp.	●	●	
Romac Fabrications, Inc.		●	
Selby Furniture Hardware Co., Inc.			●
Selkate		●	
Terry Hinge & Hardware			●
Trawood Mfg. Co., Inc.	●		
Trendler Metal Products, Inc.		●	
Trips in Resin	●		
Versteel		●	
Walker & Zanger, Inc.	●	●	●
West Coast Industries	●	●	●
Williams Office Furniture Co.	●	●	

HARDWARE/ COMPONENT ALPHABETICAL GUIDE



◀ **Eagle Plywood,** custom veneers. **Circle No. 305.**

	Casters	Drawers & drawer components	Drawer Pulls & Knobs	Drawer Slides	File Components	Glides	Laminates	Locks	Moldings	Tubing	Wood Veneers	Other
Accuride				●								
Advanced Technology Inc.							●					
Aetnacraft Industries, Inc.									●			
Allied Tube & Conduit Corp.										●		
Alma Plastics Co.		●		●								
American Caster Corp.	●											
Bassick Division, Stewart Warner Corp.	●											
Bay View Plastics		●					●					
Beemak Inc.			●							●		
Berg Industries		●	●							●		
Julius Blum, Inc.				●								●
Bruce Plastics, Inc.		●	●			●						
Cal-Crystal-Beemark			●									
Decatur Industries, Inc.												●
Decorative Veneer, Inc.		●			●		●					
Eagle Plywood & Door Manufacturers, Inc.											●	
Eggers Industries											●	●
Faultless Caster Corp.	●		●									
Fiberesin Industries, Inc.							●					
Flexible Materials Inc.											●	●
Formica Corp., Sub. American Cyanamid							●					
Forms + Surfaces			●									
Funder America Corp.							●					
Gem Industries, Inc.												●
Grant Hardware Co.				●								
HDI				●						●		
Häfele America	●	●	●	●	●	●		●	●			
Haydock Caster Co.	●					●						
Hettich America Corp.		●	●	●				●				
IHP Veneers											●	
Imports of High Point, Inc.											●	
International Glide	●		●			●						
International Honeycomb Corp.												●
The Ironmonger, Inc.			●									
Jasper Wood Products Co., Inc.		●					●				●	●

Decorative Veneer, Inc.
3635 E. Kilgore Rd.
Kalamazoo, MI 49002
(616) 342-9710

Ditto Sales Inc.
P.O. Box 106
Jasper, IN 47546
(812) 482-3043

EST, Div Leggett & Platt
1629 Wisconsin Ave., P.O. Box 25
Grafton, WI 53024
(414) 377-3270

Eagle Plywood & Door Manufacturers, Inc.
450 Oak Tree Ave.
So. Plainfield, NJ 07080
(201) 668-1460

Eggers Industries
1819 E. River St.
Two Rivers, WI 54241
(414) 793-1351

The Escot Corp., TorXonic Div.
P.O. Box 109
Dillon Beach, CA 94929
(415) 595-5035

Falcon Products, Inc.
9387 Dielman Industrial Dr.
St. Louis, MO 63132
(314) 991-9200

Faul & Son Tool & Die Co.
515 Holford Avenue
Niles, OH 44446
(216) 652-4341

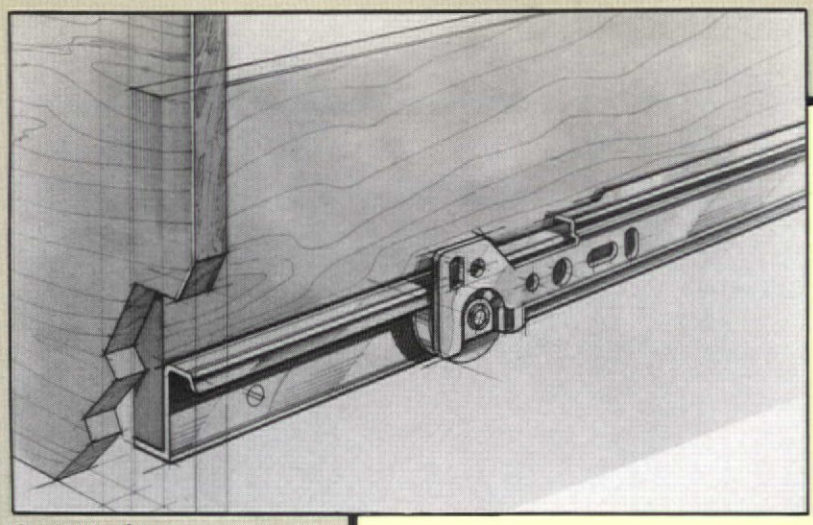
Faultless Caster Corp.
1421 N. Garvin St.
Evansville, IN 47708
(812) 425-1011

Fiberesin Industries, Inc.
37031 E. Wisconsin Ave.
Oconomowoc, WI 53066
(414) 567-4427

Flex-O-Lators, Inc.
P.O. Box 617, 131 Locust St.
Carthage, MO 64836
(417) 358-4095

Flexible Materials Inc.
2921 S. Floyd St.
Louisville, KY 40213
(502) 634-3681

Formica Corp., Sub. American Cyanamid
1 Cyanamid Plaza
Wayne, NJ 07470
(201) 831-2000



Grant Hardware, ▲ metric slide. **Circle No. 217.**

	Casters	Drawers & drawer components	Drawer Pulls & Knobs	Drawer Slides	File Components	Glides	Laminates	Locks	Moldings	Tubing	Wood Veneers	Other
K&T Products		●			●					●		
Kenlin			●	●		●						
Knape & Vogt Mfg. Co.				●								
Lamin-Art Inc.							●				●	
Liberty Hardware Mfg. Corp.	●	●	●	●		●	●	●	●			●
Louisiana-Pacific Corp.							●					●
Master Metal Works			●							●		
Maynard Plastics Co.							●		●			
Modern Plastics Corp.							●					
National Import Products Inc.	●					●				●		
Nevamar Corp.												●
Normbau, Inc.			●									●
The October Company							●		●			●
On The Level Co., Inc.							●					
Outwater Industries, Inc.	●	●	●	●		●			●		●	
P.X. Industries, Inc.				●								
H. Pfanstiel Hardware Co., Inc.			●									
Pioneer Plastic, Div. LOF Plastics							●					
Plako/USA	●					●						
Plasticoid Mfg., Inc.							●					
Plastiglide Mfg. Corp.	●	●	●	●	●	●			●			
Selby Furniture Hardware Co., Inc.	●		●	●		●		●	●			
Sheerplas, Inc.		●	●	●								
Shepherd Products U.S., Inc.	●					●						
The Slidex Corp.				●								●
Techniwood Corp.												●
Techtonic Corp.		●	●	●								●
Terry Hinge & Hardware	●											
Trawood Mfg. Co., Inc.												●
USG Industries, Inc.												●
Walker & Zanger, Inc.	●	●	●	●			●	●			●	
David R. Webb Co., Inc.											●	●
West Coast Industries							●					
Westinghouse Furniture Systems		●			●							
Wilsonart							●					

Forms + Surfaces
1170 Coast Village Rd.
Santa Barbara, CA 93108
(805) 969-7721

Funder America Corp.
P.O. Box 888
Mocksville, NC 27028
(704) 634-3501

Gas Spring Co.
92 County Line Rd.
Colmar, PA 18915
(215) 822-1982

Gem Industries, Inc.
314 Main St.
Gardner, MA 01440
(617) 632-6800

General Foam Corp.
W. 100 Century Rd.
Paramus, NJ 07652
(201) 262-7500

Gordon Manufacturing Co.
5250 52nd St.
Grand Rapids, MI 49508
(800) 227-8501

Grant Hardware Co.
Div. of Grant Industries, Inc.
High St.
West Nyack, NY 10994
(914) 358-4400

HDI
57 Hamilton Ave.
Waterbury, CT 06702
(800) 431-1904

Häfele America
203 Feld Ave., P.O. Box 1590
High Point, NC 27261
(919) 889-2322

Hamilton Industries
1316 18th St.
Two Rivers, WI 54241
(414) 793-1121

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HARDWARE/COMPONENT ALPHABETICAL GUIDE

Haydock Caster Co.
7500 N. Caldwell Ave.
Niles, IL 60648
(312) 647-0022

Herculite Products, Inc.
1107 Broadway
New York, NY 10010
(800) 772-0036

Hettich America Corp.
12428 Sam Neely Rd. P.O. Box 7664
Charlotte, NC 28210
(704) 588-6666

Hickory Springs Mfg. Co.
P.O. Box 128
Hickory, NC 28603
(704) 328-2201

Hoover Universal, Inc.
Showalter Dr.
Georgetown, KY 40324
(502) 863-3910

Howe Furniture Corp.
155 E. 56th St.
New York, NY 10022
(212) 826-0280

IHP Veneers
807 W. Ward St.
High Point, NC 27261
(919) 885-6515

IMI, Inc.
629 Joyner St.
Greensboro, NC 27402
(919) 273-7434

Imports of High Point, Inc.
807 W. Ward St.
High Point, NC 27260
(919) 886-4131

InterrMares Trading Co.
1064 Rte. 109
Lindenhurst, NY 11757
(516) 957-3467

International Glide
1805 Flower St.
Glendale, CA 91201
(800) 824-9271

International Honeycomb Corp.
1149 Central Ave.
University Park, IL 60466
(312) 534-6595

The Ironmonger, Inc.
1822 N. Sheffield Ave.
Chicago, IL 60614
(800) 621-1937

Jasper Wood Products Co., Inc.
P.O. Box 271, 13th & Leopold Sts.
Jasper, IN 47546
(812) 482-3454

Johnson Industries Inc.
P.O. Box 547
Elgin, IL 60121
(312) 695-1242

K&T Products
568 W. Hoffman Ave.
Lindenhurst, NY 11757
(516) 226-3399

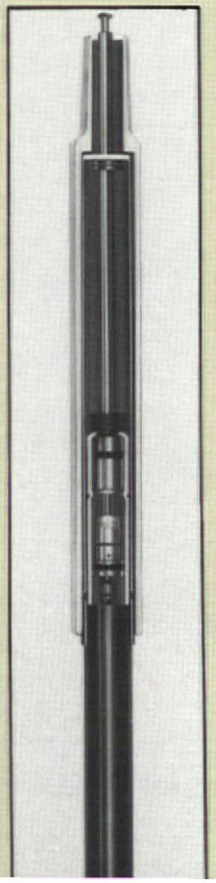
Kay Springs, Inc.
175 Eileen Way
Syosset, NY 11791
(516) 364-2010

Kenlin
1503 Old Skokie Rd.
Highland Park, IL 60035
(312) 831-2300

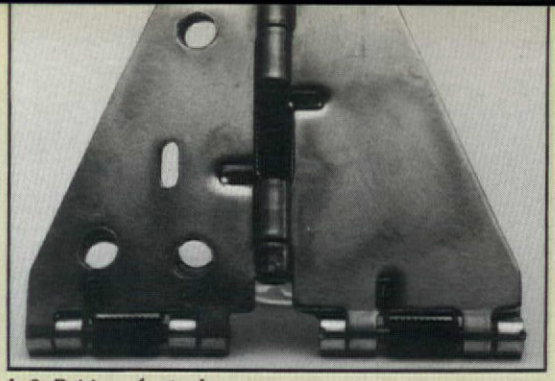
Knape & Vogt Mfg. Co.
2700 Oak Industrial Dr.
Grand Rapids, MI 49505
(616) 459-3311

L & B Mfg. Corp.
2144 Colorado Ave.
Santa Monica, CA 90406
(213) 870-5771

L & B Products Corp.
3232 Lurting Ave.
Bronx, NY 10469
(800) 221-8752



◄ **Gas Spring,** pneumatic height adjustment cylinder **Circle No. 218.**



L & B Manufacturing, ▲
#909 flip top hinge. **Circle No. 219.**

Lamin-Art Inc.
1330 Mark St.
Elk Grove Village, IL 60007
(312) 860-4300

Leggett & Platt, Inc.
No. 1 Leggett Rd.
Carthage, MO 64836
(417) 358-8131

Level of Winchendon
Div. of Mason & Parker Mfg. Co., Inc.
28 Front St., P.O. Box 246
Winchendon, MA 01475
(800) 225-6372

Liberty Hardware Mfg. Corp.
499 Old Tarrytown Rd.
White Plains, NY 10603
(800) 542-3789

Louisiana-Pacific Corp.
111 SW Fifth Ave.
Portland, OR 97204
(503) 221-0800

MTS Seating, Inc.
1244 West Dean Rd.
Temperance, MI 48182
(313) 847-3875

Master Caster Co.
9200 Inman Ave.
Cleveland, OH 44105
(216) 641-0500

Master Metal Works
1805 Potrero Ave.
So. El Monte, CA 91733
(818) 444-8818

Maynard Plastics Co.
49 Congress St.
Salem, MA 01970
(617) 744-8000

Modern Plastics Corp.
152 Horton St.
Wilkes-Barre, PA 18702
(717) 822-1124

National Import Products Inc.
3135 E. 12th St.
Los Angeles, CA 90023
(213) 268-3367

Nevamar Corp.
8339 Telegraph Rd.
Odenton, MD 21113
(301) 569-5000

No Sag Products
Div. Lear Siegler
18949 Bondie Ave.
Berkley, MI 48072
(800) 521-0974

Norfield Corp.
36 Kenosia Ave.
Danbury, CT 06810
(203) 792-5110

Normbau, Inc.
1040 Westgate Dr.
Addison, IL 60101
(312) 628-8373

The October Company
51 Ferry St.
Easthampton, MA 01027
(413) 527-9380

On The Level Co., Inc.
1401 Timber Dr.
Elgin, IL 60120
(312) 888-8220

Outwater Industries, Inc.
4 Passaic St.
Wood-Ridge, NJ 07075
(800) 526-0462

P.X. Industries, Inc.
199 Winter St.
W. Hanover, MA 02339
(800) 225-0396

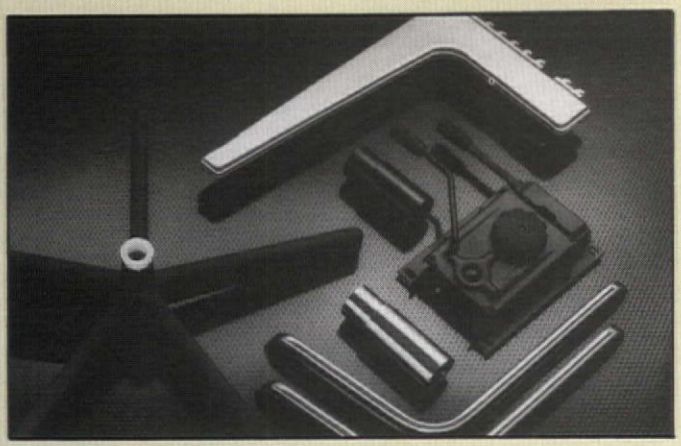
S. Parker Hardware Mfg. Corp.
Parker Dr., P.O. Box 9882
Englewood, NJ 07631
(800) 772-7537

Peter Pepper Products, Inc.
17929 S. Susana Rd.
Compton, CA 90224
(213) 979-0815

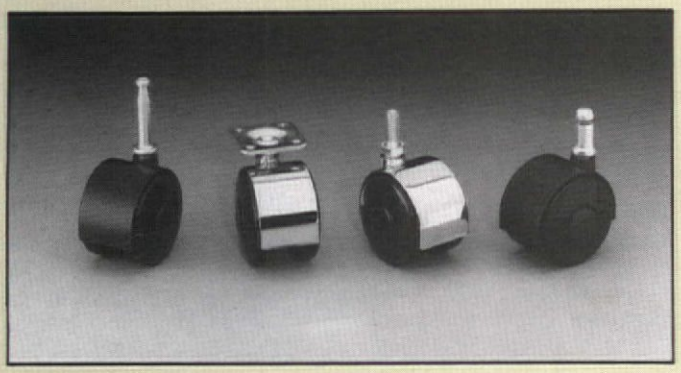
H. Pfanstiel Hardware Co., Inc.
Hust Rd.
Jeffersonville, NY 12748
(914) 482-4445

Pioneer Mfg., Inc.
Lemons Mill Rd.
Georgetown, KY 40324
(502) 863-9900

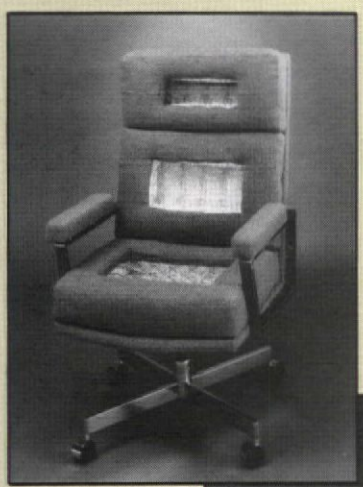
Pioneer Plastic, Div. LOF Plastics
Piniote Rd.
Auburn, ME 04210
(207) 784-9111



Gordon Manufacturing, pneumatic and ▲ manual chair controls, bases.
Circle No. 216.



International Glide, twin wheel castors. ▲
Circle No. 304.



No-Sag Spring, Ergo-Coil system.
Circle No. 215.
◀

EST, Cedarburg chair base.
▼ Circle No. 213.



Plako/USA
719 W. Lee St.
Greensboro, NC 27403
(919) 271-1918

Plasticoid Mfg., Inc.
32 North Rd.
East Windsor, CT 06088
(203) 623-4471

Plastiglide Mfg. Corp.
2701 W. El Segundo Blvd.
Hawthorne, CA 90250
(213) 777-8108

Recticel Foam Corp.
P.O. Box 1197
Morristown, TN 37814
(800) 251-0982

Redco Mfg., Div. LHL Corp.
P.O. Box 1608
Grand Rapids, MI 49501
(800) 253-8106

Reliance Upholstery Supply Co., Inc.
137 E. Alondra
Gardena, CA 90248
(213) 321-2300

Romac Fabrications, Inc.
216 W. 24th St., P.O. Box 37111
Charlotte, NC 28232
(704) 334-4795

Selby Furniture Hardware Co., Inc.
17 E. 22nd St.
New York, NY 10010
(212) 673-4097

Selkate
FACT (U.S. Rep.)
1019 19th St., NW, Ste. 500
Washington, DC 20036
(202) 785-1110

Sheerplas, Inc.
P.O. Box 907, Hwy 150
Mooresville, NC 28115
(704) 663-1468

Shepherd Products U.S., Inc.
203 Kerth St.
St. Joseph, MI 49085
(616) 983-7351

The Slidex Corp.
78 Pitney Rd.
Lancaster, PA 17602
(717) 295-1444

Suspa, Inc.
3970 Roger B. Chaffee Dr., S.E.
Grand Rapids, MI 49508
(616) 531-9600

Techniwood Corp.
5741 S. Western Ave.
Los Angeles, CA 90051
(818) 982-6824

Techtonic Corp.
2315 Parview Rd.
Middleton, WI 53562
(608) 836-7717

Terry Hinge & Hardware
14600 Arminta
Van Nuys, CA 91409
(818) 787-9000

Toyad Corporation
P.O. Box 30
Latrobe, PA 15650
(412) 537-9000

Trawood Mfg. Co., Inc.
1600 W. Mishawaka Rd.
Elkhart, IN 46517
(219) 293-3591

Trendler Metal Products, Inc.
1750 S. Kilbourn
Chicago, IL 60623
(312) 762-3300

Trips in Resin
3595 Lawson Blvd.
Oceanside, NY 11572
(516) 764-2606

USG Industries, Inc.
101 S. Wacker Dr.
Chicago, IL 60606
(312) 321-4000

Ultra-Flex Corp.
2108 S. Elm St.
High Point, NC 27260
(919) 886-4131

Versteel
P.O. Box 106
Jasper, INC 47546
(800) 222-7497

Walker & Zanger, Inc.
179 Summerfield St.
Scarsdale, NY 10583
(914) 472-5666

David R. Webb Co., Inc.
206 S. Holland St.
Edinburgh, IN 46124
(812) 526-2601

Wendell Fabrics Corp.
108 E. Church St.
Blackburg, SC 29702
(803) 839-6341

West Coast Industries
3150 18th St.
San Francisco, CA 94110
(415) 621-6656

Westinghouse Furniture Systems
4300 36th St., S.E.
Grand Rapids, MI 49508
(800) 445-5045

Williams Office Furniture Co.
47 W. 34th St.
New York, NY 10001
(212) 695-6766

Wilsonart
600 S. General Bruce Dr.
Temple, TX 76501
(817) 778-2711

FILE SYSTEMS SAVE DOLLARS

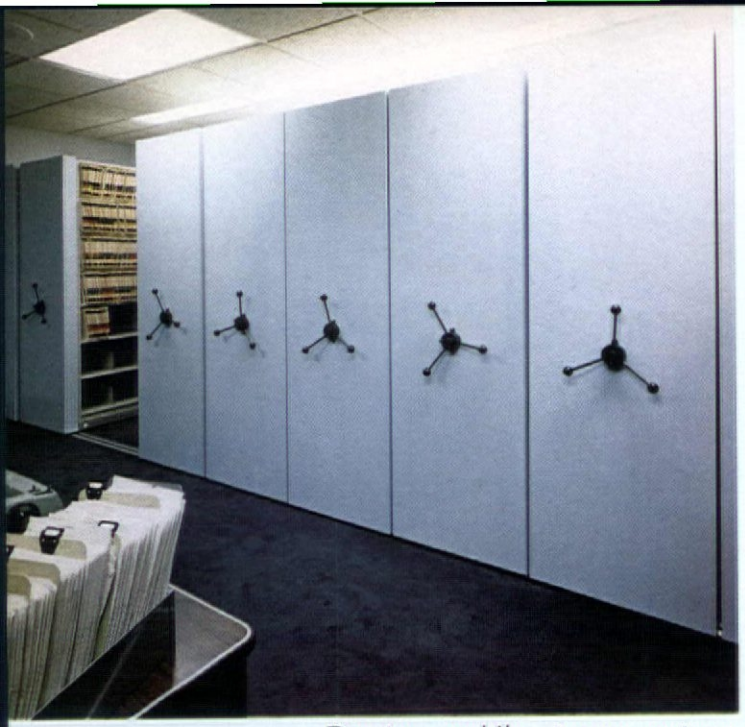
Rental space conservation aids bottom line



Kardex, Kompakt movable shelf filing system. **Circle No. 203.**

HEAVY-DUTY FILING & RETRIEVAL SYSTEMS

Company Name	Automated	Mobile Systems			Rotary Systems		Type of System	
		Manual	Mechanical Assistant	Power	Power	Manual	Modular	Expandable
Accuride 12311 So. Shoemaker Ave., Santa Fe Springs, CA 90670 213/944-0921		●						●
Acme Visible Records 1000 Allview Dr., Crozet, VA 22932 800/368-2077	●	●	●	●	●	●	●	●
Adjustable Steel Products Co. 276 Fifth Ave., New York, NY 10001 212/686-1030		●	●					●
Ames Color-File 12 Park St., P.O. Box 120, Somerville, MA 02143-0120 800/225-1138			●	●			●	●
Artopex, Inc. 2121 Berlier St., Laval, PQ H7L 3M9 Canada 514/332-4420		●					●	
Aurora Steel Products 580 S. Lake St., Aurora, IL 60507 312/892-7696						●	●	●
The Bates Mfg. Co. Newburgh Rd., Hackettstown, NJ 07840 201/852-9300						●		
Borroughs/Div. of Lear Siegler, Inc. 3002 N. Burdick St., Kalamazoo, MI 49007 800/253-4083		●						
Corry Jamestown Corporation 844 E. Columbus Ave., Corry, PA 16407 800/458-0593		●						●
Datum Filing Systems, Inc. 270 Adams Blvd., Farmingdale, NY 11735 800/828-8018					●	●		●
Delco Associates Inc. P.O. Box 423, Greenwich, CT 06836 203/661-5101					●	●	●	●



Denstor, mobile storage systems. **Circle No. 202.**

Greater use of vertical space in file systems applications contributes important savings to corporate bottom lines. That's why manufacturers are stressing space conservation with heavy duty moveable file features, such as moveable files that create their own access aisles. On these pages, CONTRACT provides a directory source guide to H.D. filing and retrieval systems of 44 manufacturers whose products are designed to conserve valuable corporate space.

(Including mobile & rotary systems)

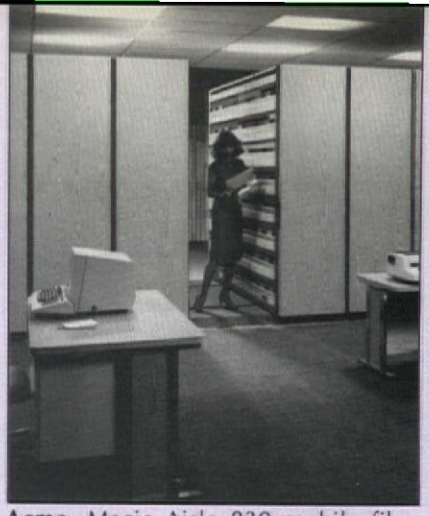
Company Name	Automated	Mobile Systems			Rotary Systems		Type of System	
		Manual	Mechanical Assistant	Power	Power	Manual	Modular	Expandable
Denstor Mobile Storage Systems 24715 Crestview Ct., Farmington Hills, MI 48018 313/473-9211		•	•				•	•
Hamilton Inds. 1316 18th St., Two Rivers, WI 54241 414/793-1121		•					•	•
Hamilton Sorter Company, Inc. 3158 Production Dr., Fairfield, OH 45014 800/543-1605		•				•	•	•
Haworth, Inc. One Haworth Center, Holland, MI 49423 800/344-2600		•					•	•
The HON Company 200 Oak St., Muscatine, IA 52761 319/264-7100		•					•	
Kardex Systems, Inc. P.O. Box 171, Marietta, OH 45750 800/848-9761	•	•	•	•	•		•	
Library Bureau, Inc. 801 Park Ave., Herkimer, NY 13350 315/866-1330			•	•				•
Lista International Corp. 2520 Mira Mar Ave., Long Beach, CA 90815 213/498-0097		•	•				•	•
Lundia 600 Capitol Way, Jacksonville, IL 62650 217/243-8585		•	•	•			•	•
MacNEEL Systems Corporation 4700 Industrial Dr., Clarklake, MI 49234 313/271-7920		•	•	•			•	•
Marvel Metal Products Company 3843 W. 43rd St., Chicago, IL 60632 800/621-8846		•					•	

FILING & RETRIEVAL SYSTEMS

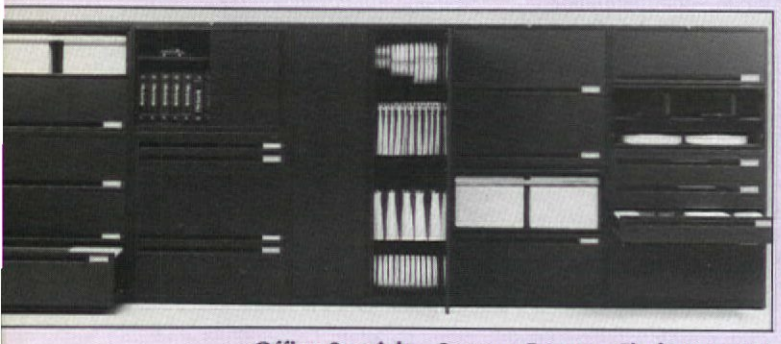
Options offered



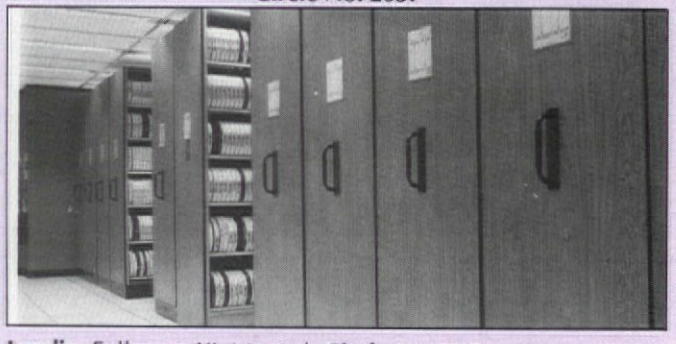
Steelcase, lateral files. **Circle No. 207.**



Acme, Magic Aisle 830 mobile files. **Circle No. 205.**



Office Specialty, Storage Centers. **Circle No. 431.**



Lundia, Fullspace XL Manual. **Circle No. 225.**

Company Name	Automated	Mobile Systems			Rotary Systems		Type of System	
		Manual	Mechanical Assistant	Power	Power	Manual	Modular	Expandable
Mayline Co. 619 N. Commerce St., Sheboygan, WI 53081 608/457-5537		•						•
Methods Research Corp. 357 Asbury Ave., Farmingdale, NJ 07727 800/631-2233		•				•	•	
Meridian, Inc. 18558 171st Ave., Spring Lake, MI 49456 616/846-0280		•					•	•
Montel, Inc. 225 4th Ave., Montmagny, PQ G5V 3S5 Canada 418/248-0235		•	•	•			•	•
Plan Hold Corp. 17421 Von Karman Ave., Irvine, CA 92714 714/660-0400		•						
Pro/file Systems Inc. 4711 Armitage Ave., Chicago, IL 60639 800/962-4547		•	•				•	•
RHC-Spacemaster 1400 N. 25th Ave., Melrose Park, IL 60160 312/345-2500			•	•			•	
Royal Seating Corp. 1110 Industrial Blvd., Cameron, TX 76520 817/697-6421		•						•
Safco Products Co. 9300 West Research Center Rd., New Hope, MN 55440 612/536-6700		•					•	
Schwab Safe Co. 3000 Main St., P.O. Box 5088, Lafayette, IN 47903 800/428-7678		•					•	
Spacemakers, Inc. Foot of Cropsey Ave., Brooklyn, NY 11224 718/996-0700		•	•	•				•



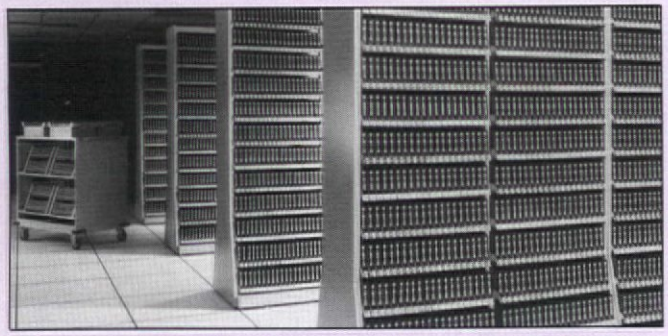
White Office Systems, Power File 2000. **Circle No. 211.**



Lista International, Mini-Compactus. **Circle No. 430.**



Supreme Equipment & Systems Corp., Adjustable Shelving. **Circle No. 226.**



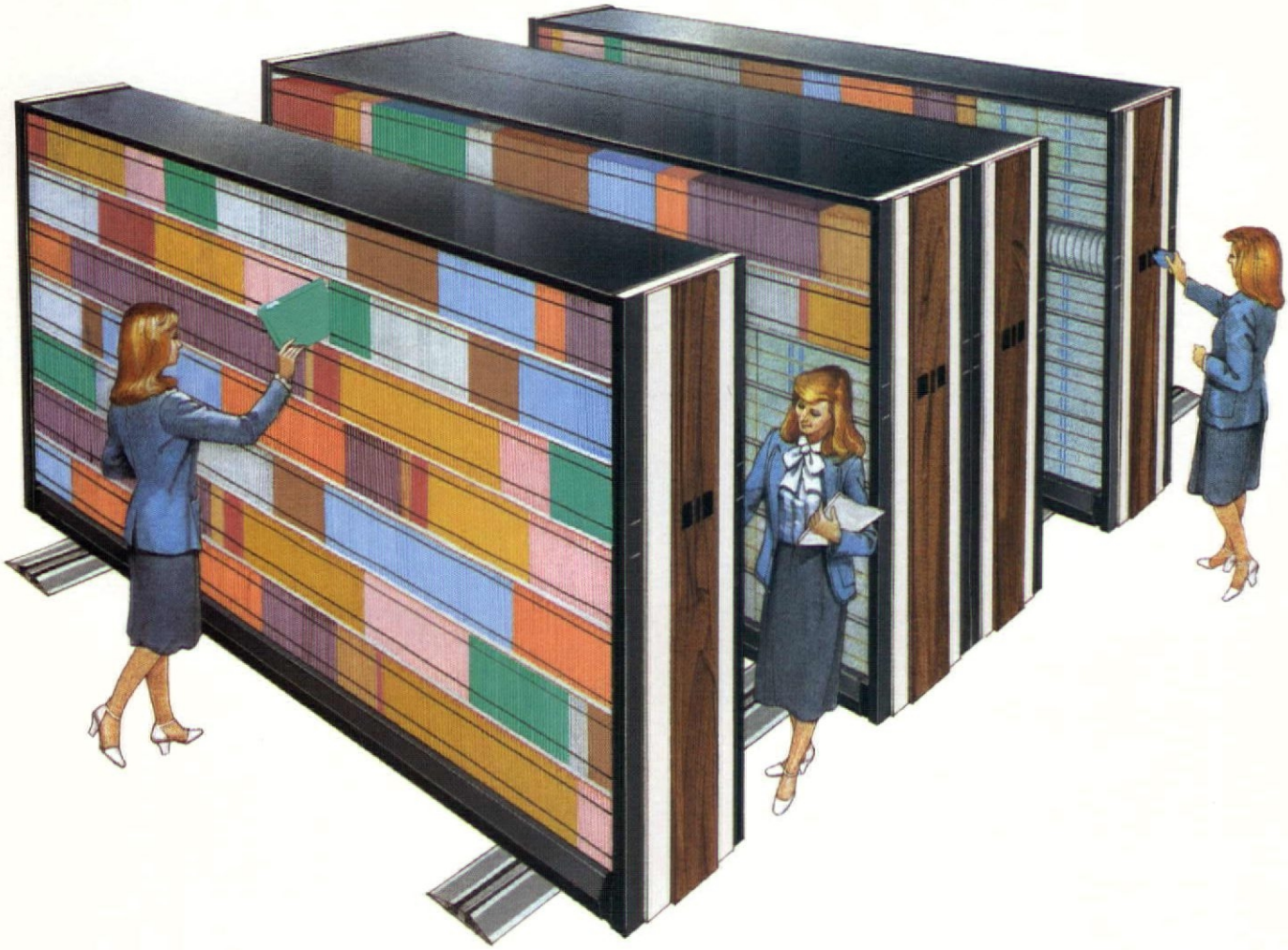
Wright Line, cartidge system tape filing unit. **Circle No. 200.**



Spacesaver, high density mobile filing/storage systems. **Circle No. 206.**

Company Name	Automated	Mobile Systems			Rotary Systems		Type of System	
		Manual	Mechanical Assistant	Power	Power	Manual	Modular	Expandable
Spacesaver Corporation 1450 Janesville Ave., Fort Atkinson, WI 53538 800/492-3434		●	●	●			●	●
Stacor Corporation 285 Emmet St., Newark, NJ 07114 201/242-6600		●	●				●	●
Steelcase, Inc. 901 44th St. SE, Grand Rapids, MI 49508 616/247-2710		●					●	●
SunarHauserman 5711 Grant Ave., Cleveland, OH 44105 216/883-1400		●						
Superior Steel Desk 11415 168 St., Edmonton, Alberta T5M 3S1 Canada 403/452-7830		●					●	●
TAB Products Co. 1400 Page Mill Rd. Palo Alto, CA 94304 415/852-2400	●			●				
Victor Systems P.O. Box 171, Marietta, OH 45750 614/374-9300		●	●				●	●
Viking Acoustical Corporation Airlake Industrial Pk., Lakeville, MN 55044 800/328-8385		●					●	●
Vue Fax Inc. 270 Adams Blvd., Farmingdale, NY 11735 516/293-7336						●		
White Office Systems, Inc. 50 Boright Ave., Kenilworth, NJ 07033 201/272-8888	●	●	●	●	●	●	●	●
Wolff Wire 902 N. Rowe St., Ludington, MI 49431 616/845-1574		●				●	●	
Wright Line Inc. 135 Gold Star Blvd., Worcester, MA 01606 617/852-4300		●					●	●

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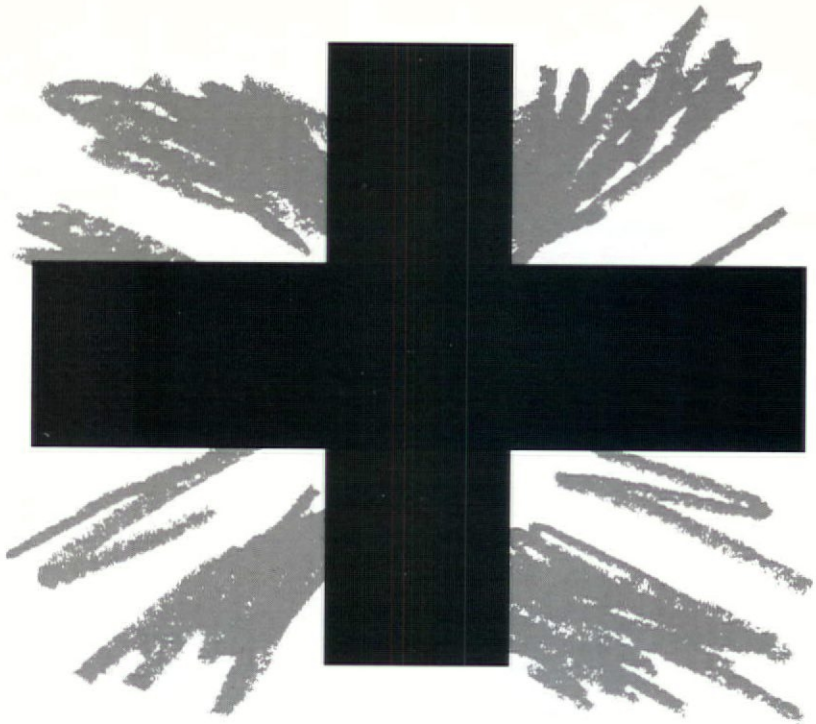
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Insight and Outlook. Views of British Design. **36th International Design Conference in Aspen. Sunday, June 15 to Friday, June 20, 1986.** Aspen '86 explores the diversity and vitality of British design today. **Conference Co-Chairmen Kenneth Grange,** Pentagram London, and **Rosamind Julius,** Julius International, are asking – Why Britain? Is British design strong despite or because of a hostile cultural environment? Why do young designers go it alone? Historical heritage – millstone or milestone? Do national characteristics of eccentricity, irony and understatement affect design in today's international business world. Topics range from fashion, photography, film, graphics, advertising, architecture, interiors and product design to theatre and gardens. Speakers include architects **Norman Foster** and **James Stirling;** photographer **Norman Parkinson;** artist **David Hockney;** film producer **David Puttnam;** fashion designer **Bruce Oldfield;** graphic designers **Alan Fletcher** and **Michael Peters;** cartoonist **Ralph Steadman;** Head of Royal College of Art **Jocelyn Stevens;** Director of The Victoria and Albert Museum **Sir Roy Strong.** Work of emerging young designers will be shown in presentations, workshops and exhibitions. **Special events:** fashion show, workshops, a week of British films, "Spitting Image" comedy event, picnics and British foods, cricket match. Steering Committee: Niels Diffrient, Milton Glaser, Frank Stanton. **Regular registration:** $425 (US dollars). **Early bird registration:** $375 (if received by May 1). One additional member of household: $200. Full time student: $125. (photocopy of current ID required with registration). List all applicants by name. Make check payable to IDCA and mail to: IDCA c/o Bank of Aspen, PO Box O, Aspen, CO 81612. **Further information:** IDCA, PO Box 664, Aspen, CO 81612, (303) 925-2257.

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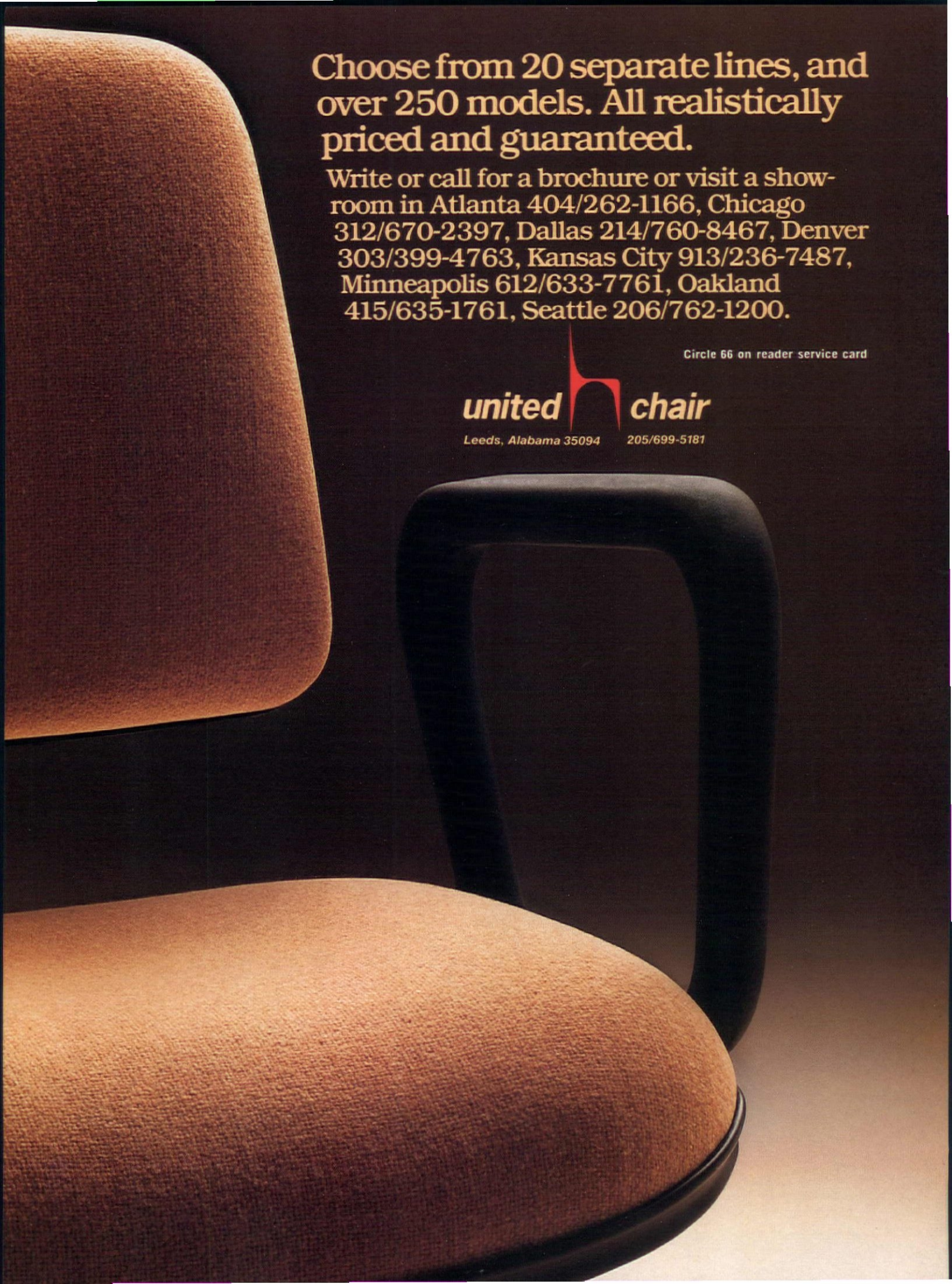
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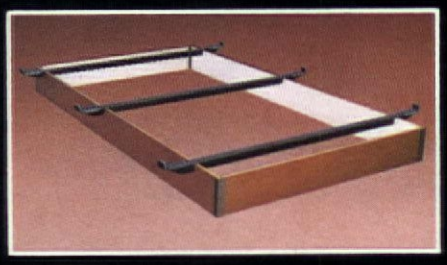
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The Linwood is a strong, sturdy bed base made in all bedding sizes....Twin, Full, Queen, King and California King. A center rail on both King models adds extra support.

All models are shipped in compact cartons and require no tools or extra hardware for assembly. Set them up in two minutes.

Three metal cross braces assure solid, stable support with no boxspring sag. The low profile look is achieved with the 6 inch floor-to-boxspring height and no dusting or cleaning under the bed.

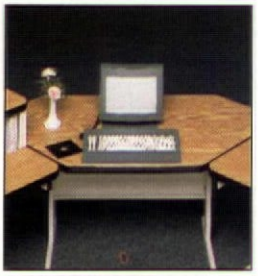
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Custom design comes standard.

Since 1979, Computer Furniture & Accessories has strived to answer space and function problems on a virtually customer-to-customer basis.



Available in a host of colors, desktop finishes, sizes and heights, CF&A's Classic and Styline Series can be designed around your needs. So standardized are the options that they truly appear custom in design.

Space-efficient options like multiple height full or partial risers, cable cutout placement, adjustable recessed keyboard panels, rotating CRT platforms, micro shelf enclosures and connecting top sections serve to maximize limited space situations.



And two or three-drawer rolla-round pedestals, left or right returns, data shelf enclosures and pencil drawers satisfy clerical needs.

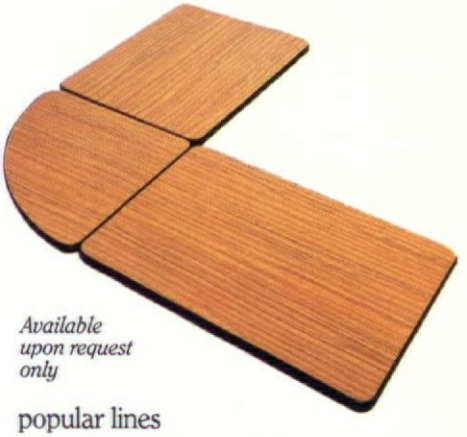
A CF&A utility stand with double leg steel construction provides ample leg movement, not to mention sturdy support in use.



Joining desktops at right angles increases work-space in numerous ways. Upon special request,



CF&A goes one step further by offering connecting top sections matched in curvature to many popular lines of modular office partitions.



Available upon request only

The CF&A printer stand might be aptly characterized as a "design your own" stand. Simply specify printer size, paper feed direction and sound cover use for a customized configuration.

So, despite the stringent requirements of today's business interiors, call upon CF&A to simplify the complex… and standardize the options.

CF&A

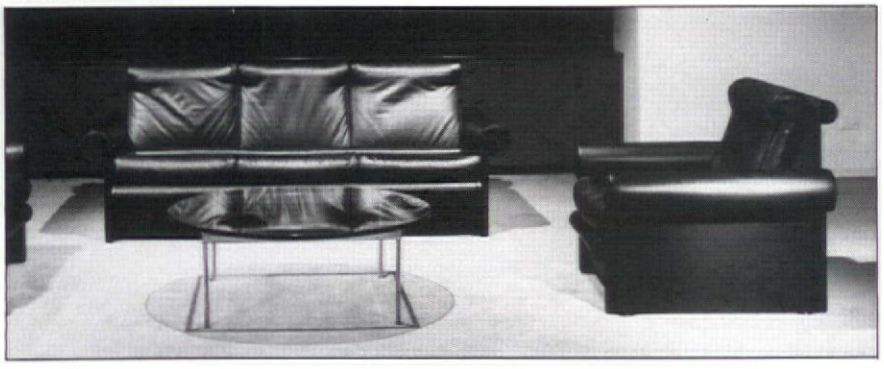
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515 West 132nd Street
Gardena, CA 90248-1594
(213) 327-7710

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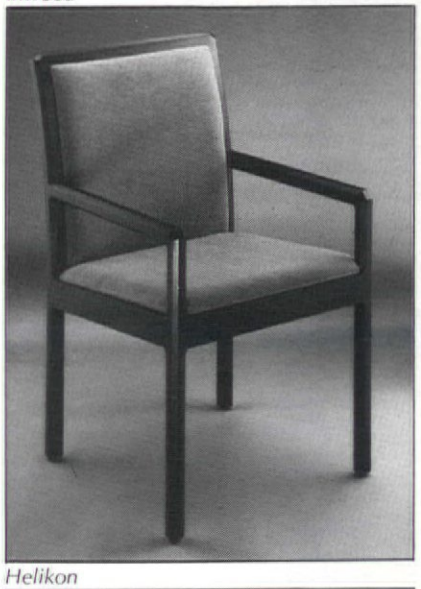
Rudd



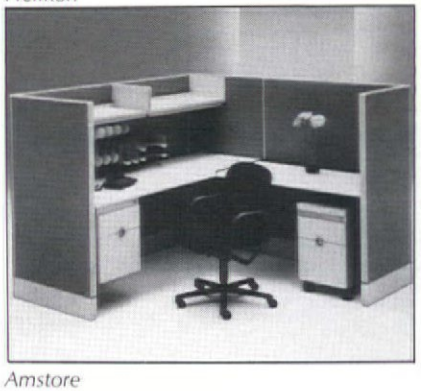
Zographos



Inwood



Helikon



Amstore

Offices win with novel lines

Rudd International—Haiku II worsted yarns for upholstery are 100 percent virgin wool. They are available in deep, rich jewel tones with coordinated solids and two-tones. Custom colors and the original Haiku colorway are also available. **Circle No. 229.**

Zographos—High-back sofa group includes single-, love-, three-, and four-seat items. Products are leather-covered and feature loose seats and back cushions. **Circle No. 267.**

Amstore Systems—Sound-absorption, advanced wire management, and concealed desk-top wireway are among features of Maxx. Also available are articulating keyboard arm and paper management capability. **Circle No. 334.**

Helikon Furniture—Wood framed Octa chair is detailed with multiple facets on legs, arms, and back. Product choices include armchair or side chair in slat-back or upholstered versions. **Circle No. 265.**

Inwood Office Furniture—Lucera series combines crotch-matched mahogany veneers with solid Honduras mahogany in a transitional design. For a contemporary look, the series is offered in oak; executive tops have an optional reverse-diamond inlay. **Circle No. 293.**



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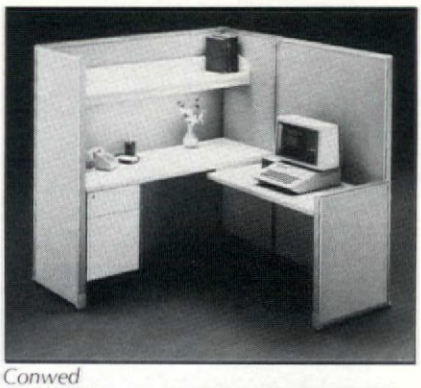
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Cumberland



Conwed



Fantoni

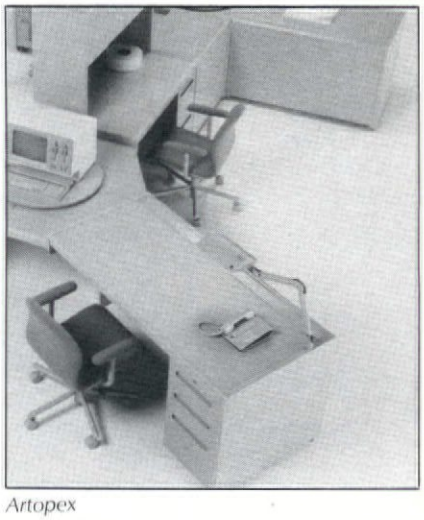
Adjustability marks designs

Cumberland—Articulated seat front combines with flex-back to allow chair to move with user. Self-skin black urethane base is on black dual wheel casters; Miranda chair seat adjusts with gas cylinder control. **Circle No. 351.**

Artopex—Freestanding modular furniture line includes rectangular worksurfaces in various widths and depths with communication channel. Surface linkage, modesty panels, and adjustability are all features of Amsef line.
Circle No. 344.

Fantoni USA—On permanent display in New York's Museum of Modern Art, the 45 Series of desks, conference tables, and casegoods features a 45-degree angle on all product edges.
Circle No. 276.

Conwed—Optional keyboard tray, EDP paper and floppy disk storage, plus new panel options are among features of the Designscape furniture system. Line is keyed to a variety of requirements for information processing.
Circle No. 345.



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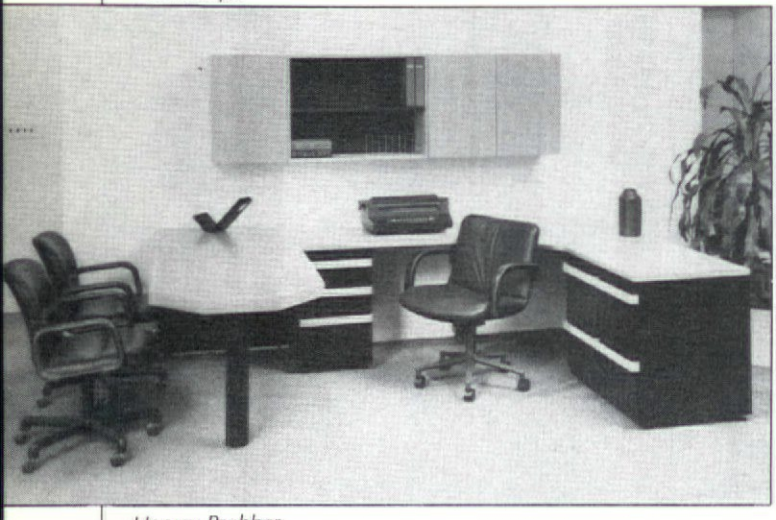
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BIFMA MEMBER

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Nienkamper



Harvey Probber



Baker

Cano

Comfort for users emphasized

Nienkamper—Open-armed, swivel-tilt chairs on casters or glides comprise the Ambassador executive seating collection. Leather or fabric covers high-back, low-back, and scaled-down versions.
Circle No. 266.

Harvey Probber Inc.—Mesa executive desk collection is distinguished by bold, laminated pulls which can be specified in either contrasting or blending finishes.
Circle No. 302.

Baker Furniture—Serif desks offer functional and spacious worksurfaces. Products are available with white ash burl, leather, or cherry veneer.
Circle No. 285.

Cano—Grade A genuine soft leather offers high performance in ergonomically engineered seating. Gas cylinder height adjustment is available with the "Stressless" model shown here.
Circle No. 328.



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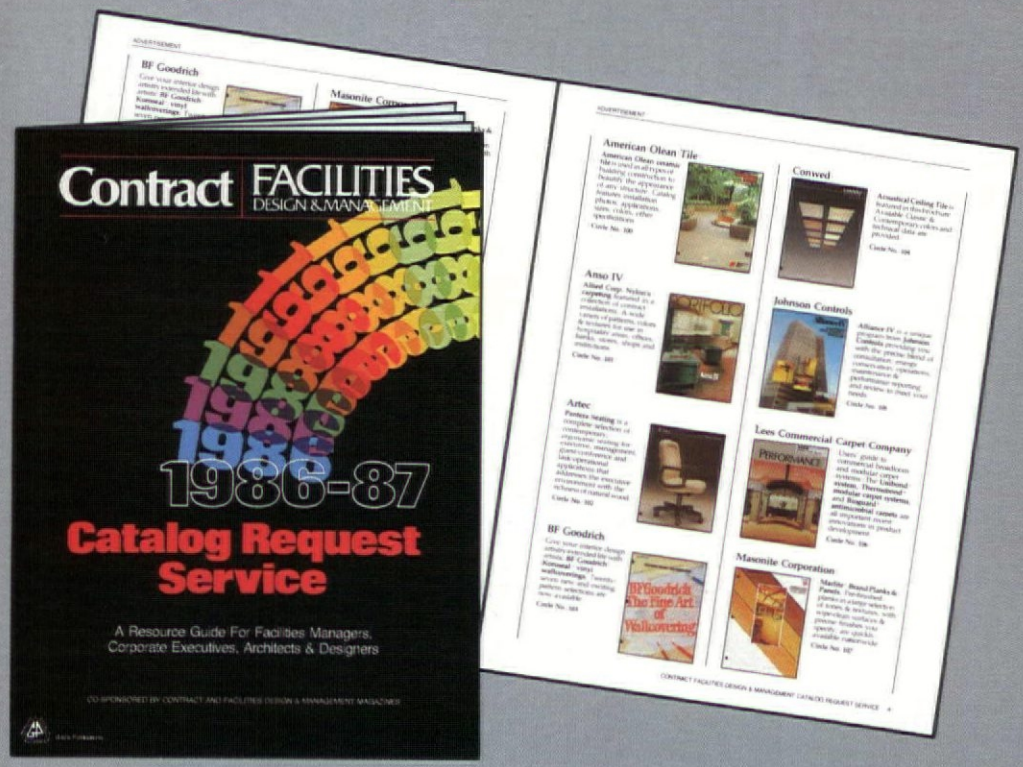
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Your Most Informative, Comprehensive Guide To Everyone & Everything At NEOCON 18...

May CONTRACT's NEOCON Planning Issue



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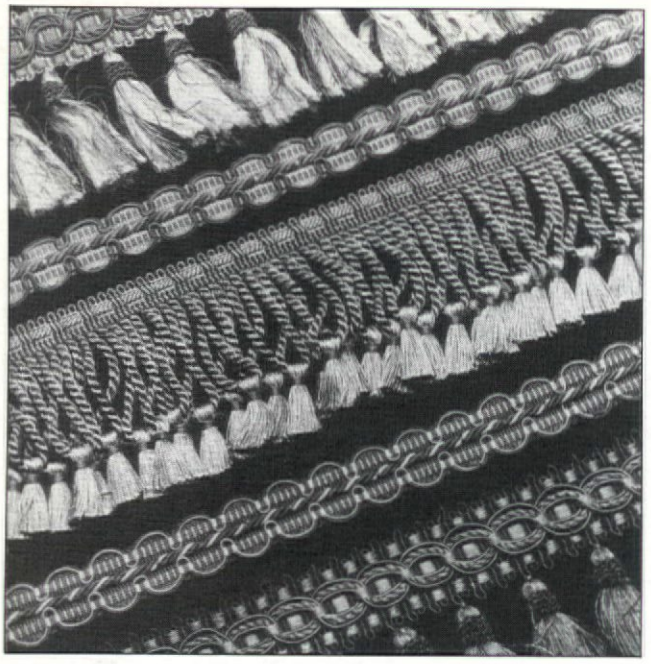


Summitville's Quarry Tile is available in six color ranges, with smooth or abrasive surfaces. Choose from seven shapes plus trim units.

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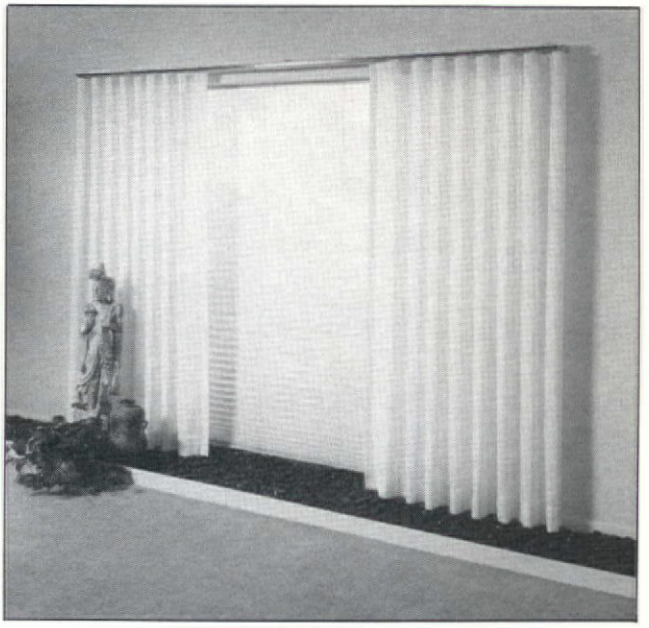


ENGLISH TRIMMINGS ARE HAND-CRAFTED

Newbery Trimmings is a collection of hand-crafted items based on designs from Henry Newbery & Co., England's oldest trimmings firm. Available from **Lee Jofa,** the collection comes in a range of Old World colors. **Circle No. 385.**

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A fresh drapery silhouette results from the combination of the **Kirsch** Ripplefold heading system with a sleek brass traverse rod, the Cirmosa II. Styled without rings or finials, the rod curves smoothly to the wall and drapery panels ride beneath it. **Circle No. 382.**

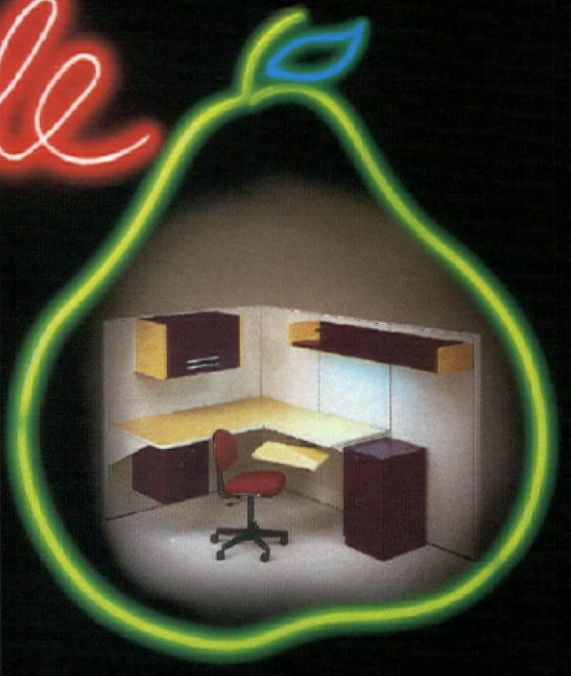


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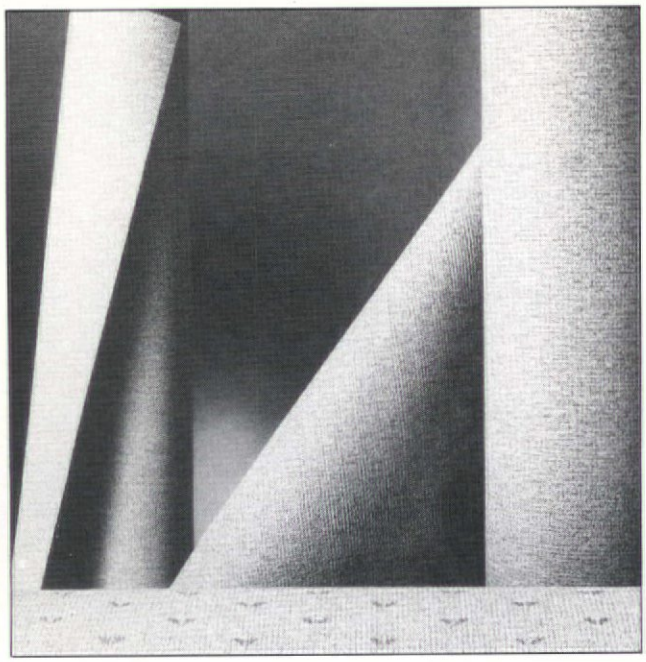
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Subtle, multicolor designs comprising the Alpine Collection consist of 19 patterns and 133 colorways. From **J.M. Lynne Co.**, this vinyl wallcovering collection has a class-A fire rating. **Circle No. 383.**

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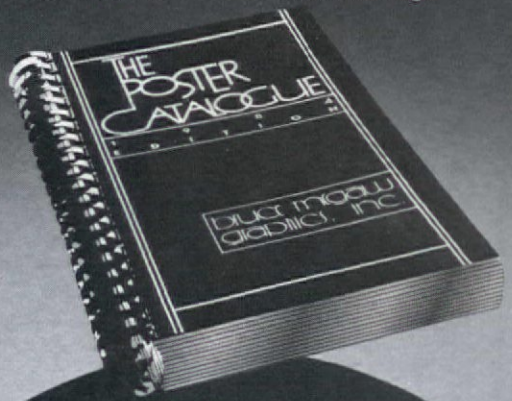
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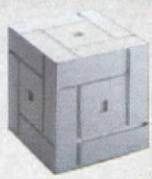
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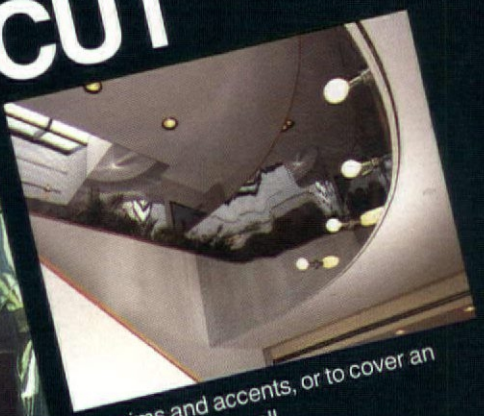
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WALLCOVERING SHOWS ORIENTAL VILLAGE

Hobe Erwin's Oriental Odyssey collection includes the Ming Village design. The wallcovering is available from **L.E. Carpenter & Co. Circle No. 379.**

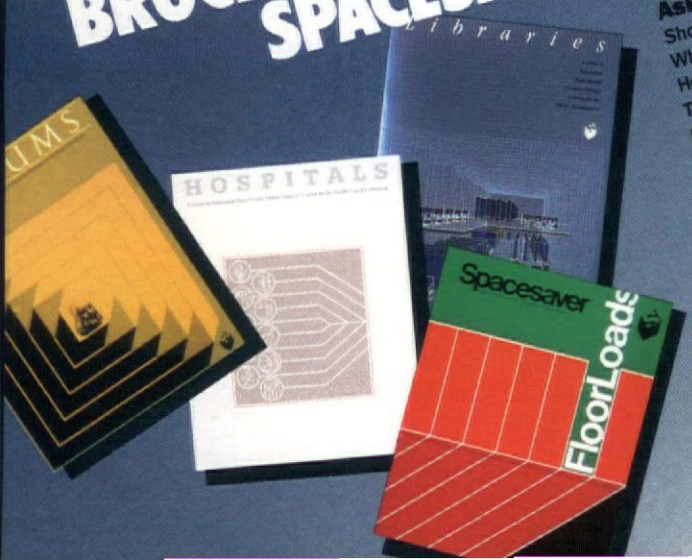
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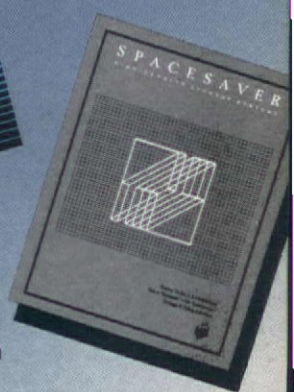
Cylinder, cube, and pedestal bases are offered by **Master Metal Works.** Bases are available in a variety of sizes and colors, or they can be matched to user's specifications. **Circle No. 369.**



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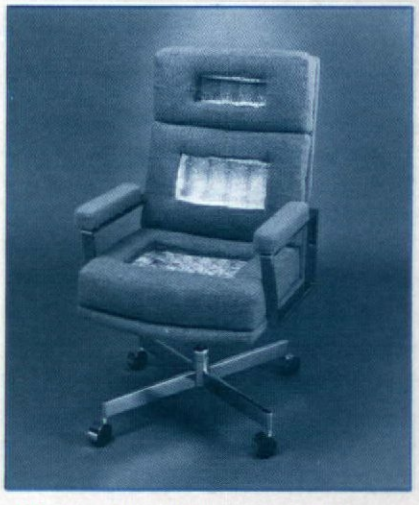
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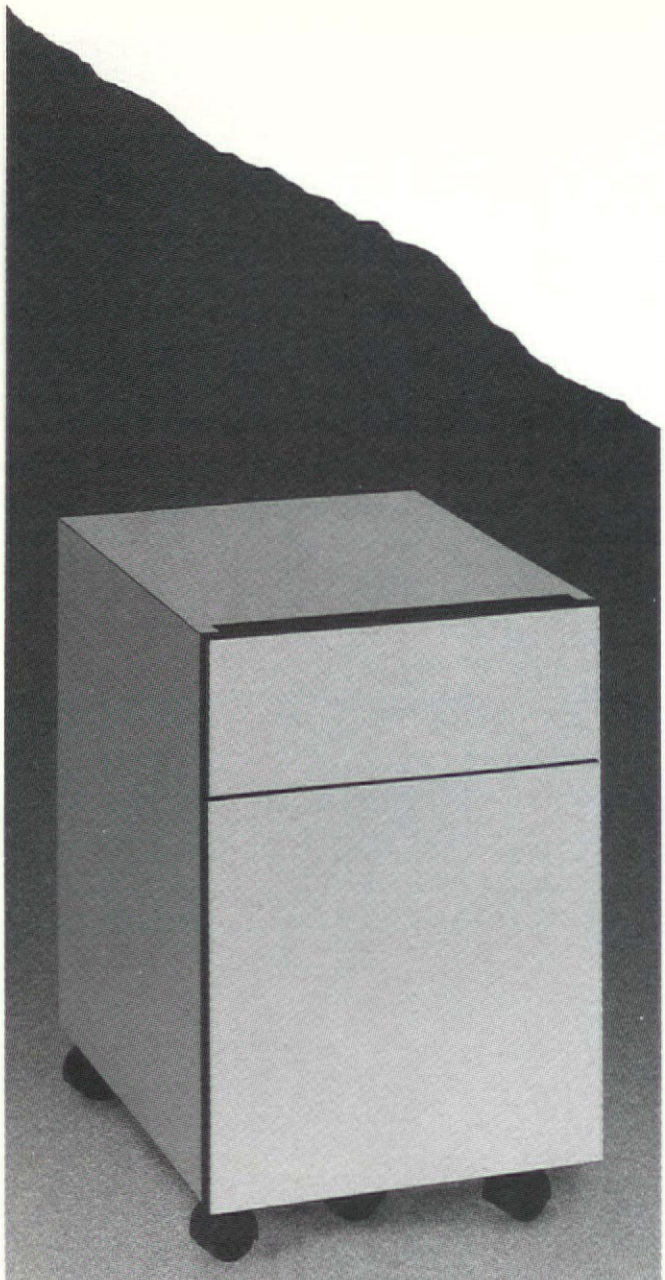
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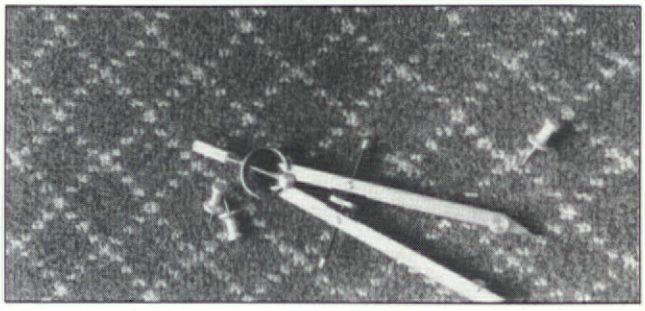
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CARPET'S DIAMOND PATTERN BLENDS COLORS

Venus, a delicate diamond pattern blending three colors, is one of four cut pile carpets in The Planets series from **Patcraft Mills Inc.** Venus is available in six colorways and is made of BASF Zeftron 500 solution-dyed spun yarn. **Circle No. 373.**



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The Peacock Dinette set creates a dramatic presence with high clover leaf backs and sculptured arm rests. From **Typhoon International,** the five-piece dinette comes in a high-gloss white or honey finish. The set includes a circular, glass-topped table. **Circle No. 381.**



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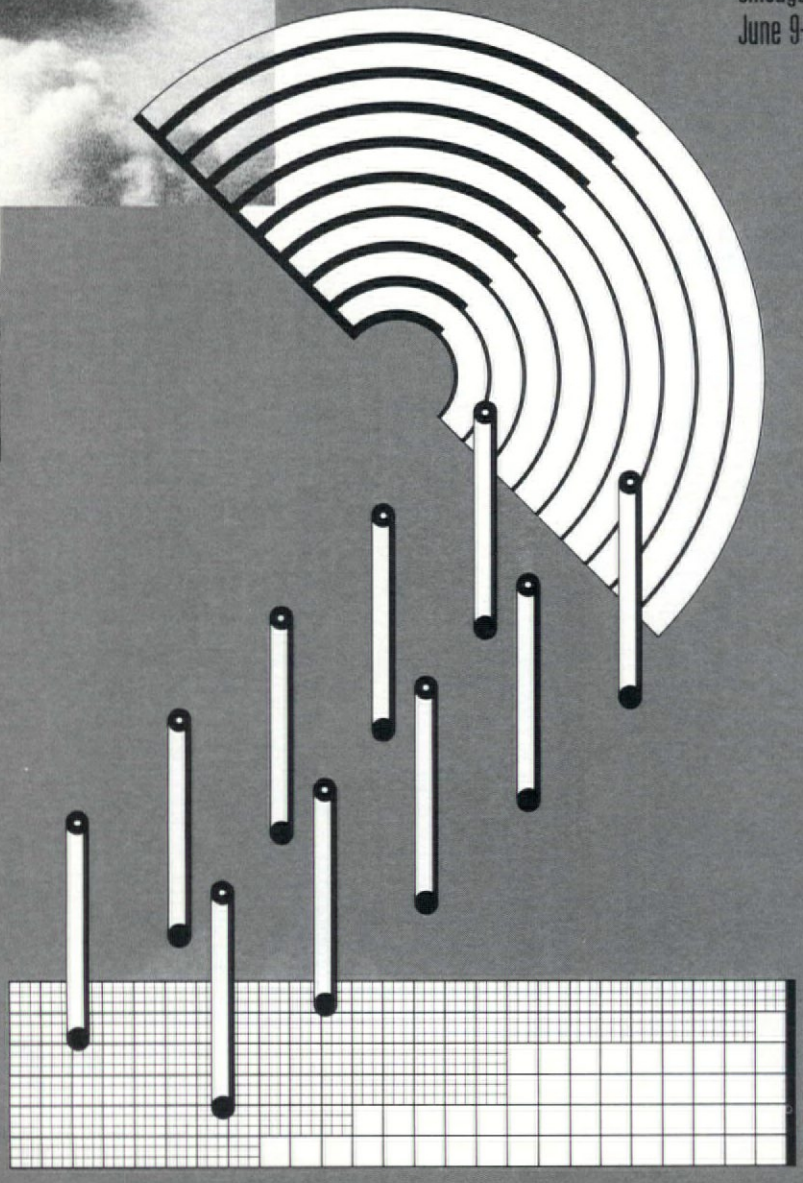
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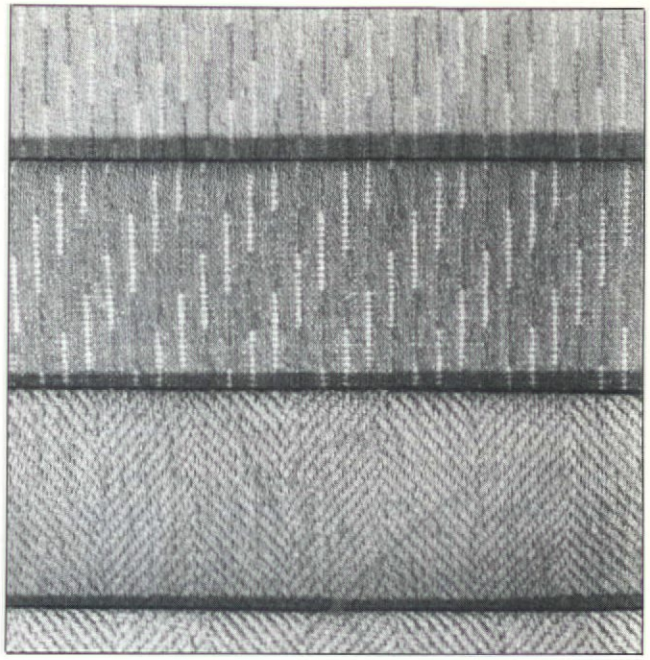
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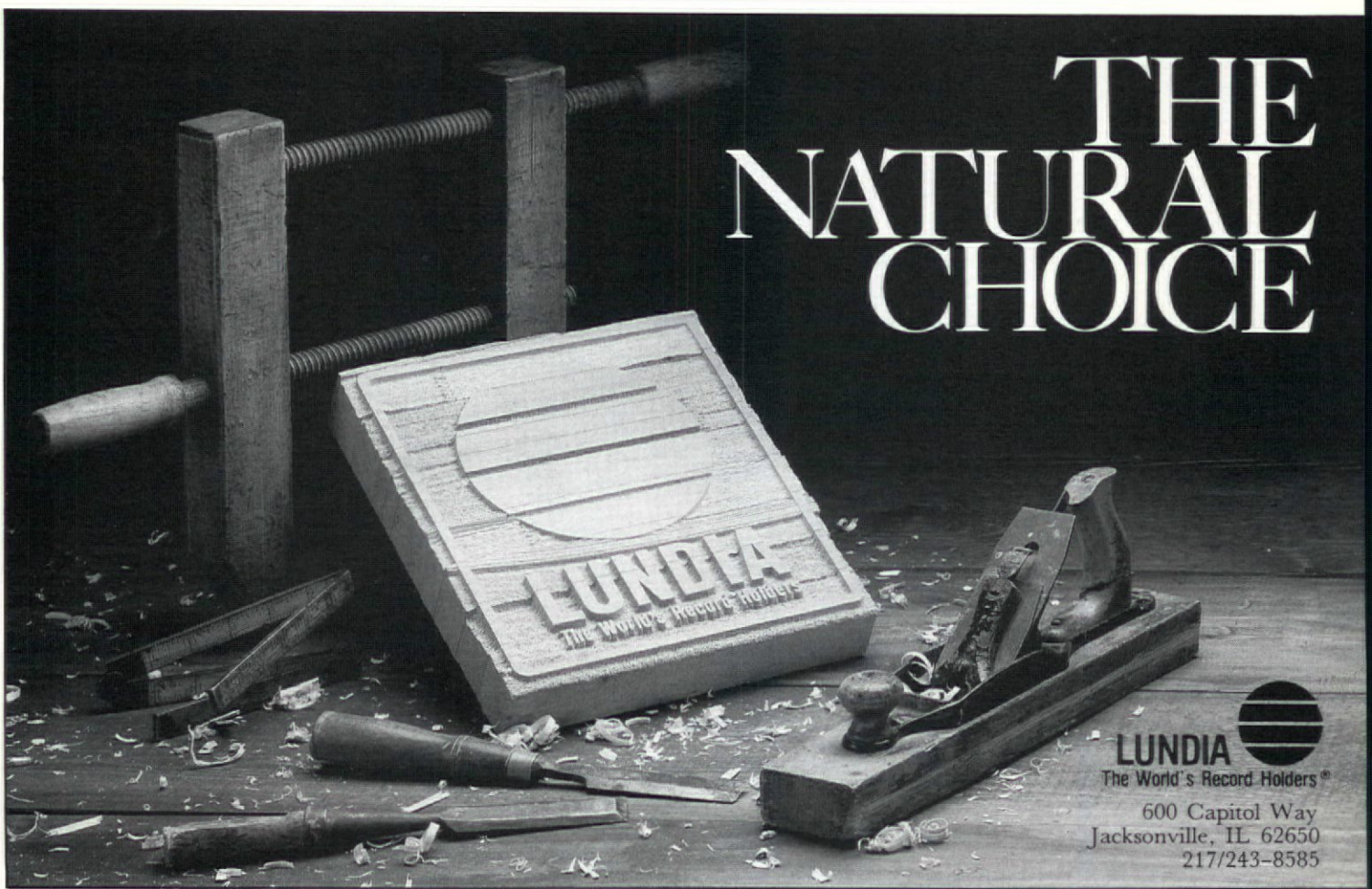
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Planned for use in interiors only, the Petite Planter Collection is designed to hold the standard 4-in. diameter nursery specimen with sufficient depth to allow substantial growth. From **Mawa Design,** this polished aluminum collection has attached cork pads to protect furniture finishes.
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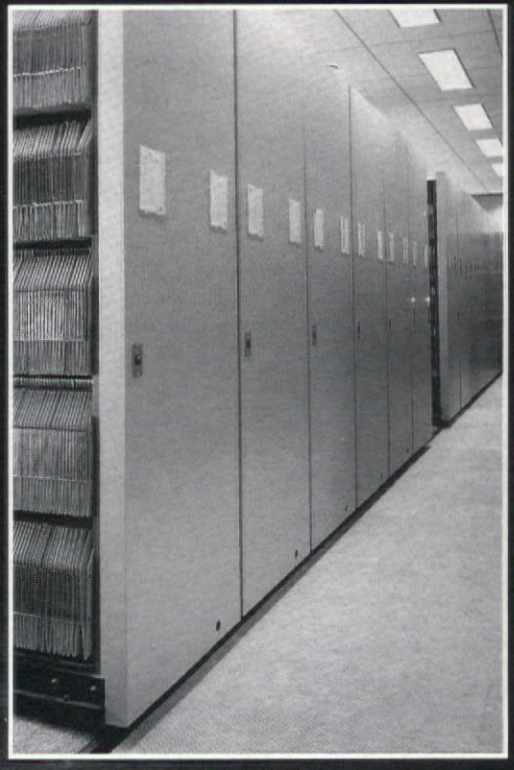


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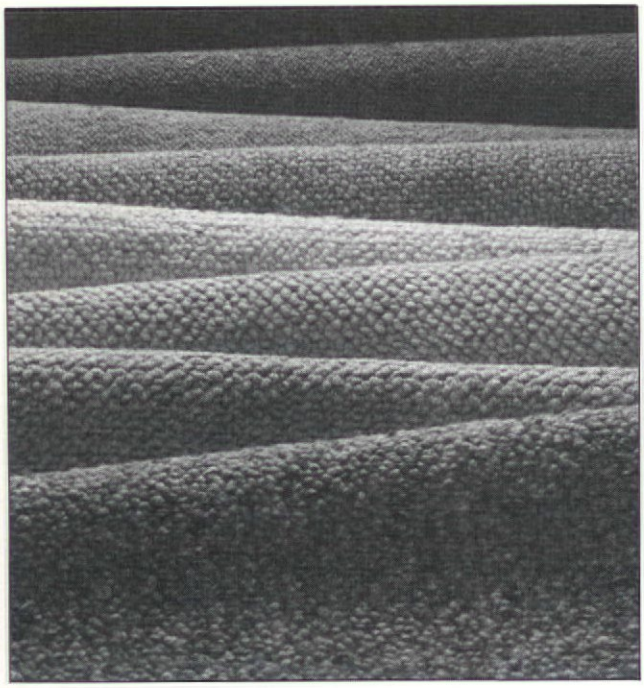
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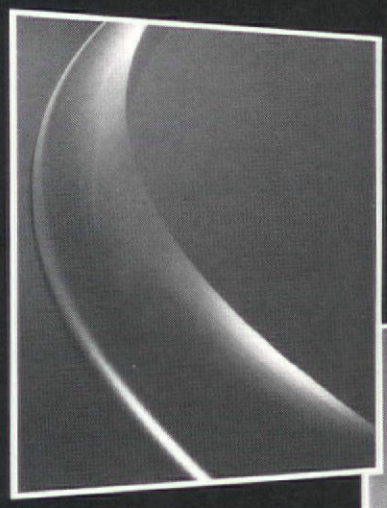
The American Collection is a group of wool berber carpets tufted in the U.S. by **Robertex.** The line includes four styles in 19 patterns. **Circle No. 376.**



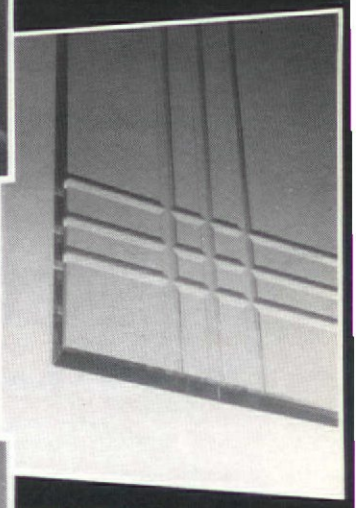
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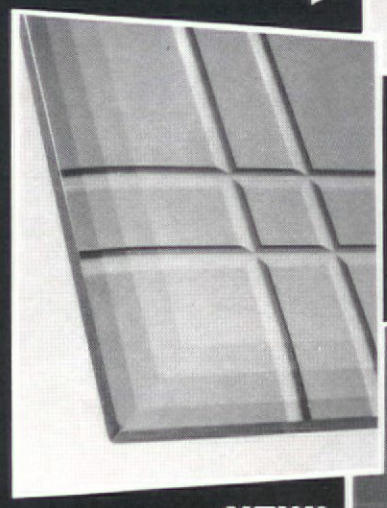
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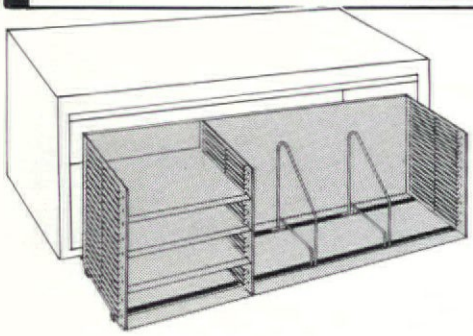


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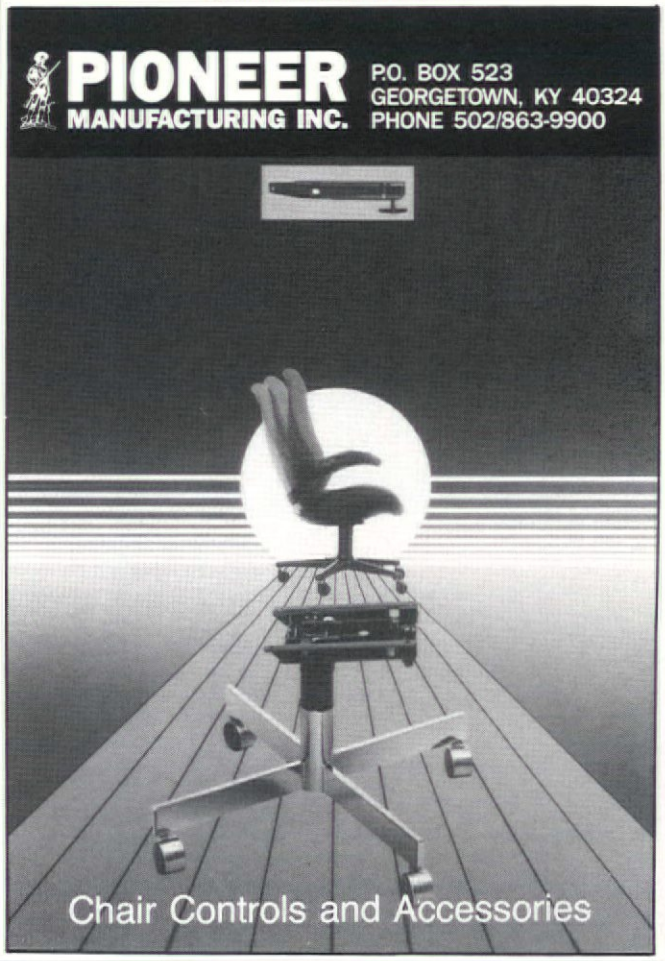
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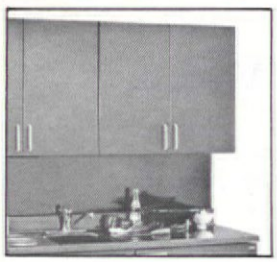
CHAIR IS CRAFTED IN SOLID BEECH

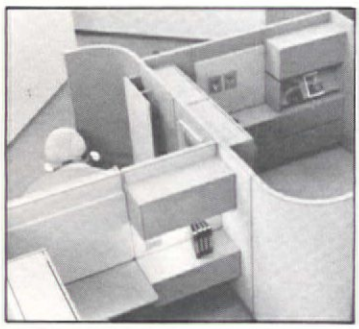
The Grid chair from **Cumberland Furniture Corp.** is crafted in solid beech and is available in a choice of finishes: high gloss black and dark red, matte black, and natural. Upholstered seat is made of foam over a webbed frame. **Circle No. 371.**

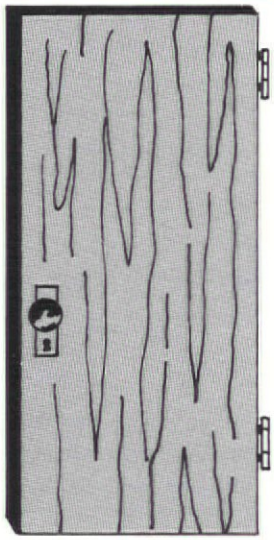
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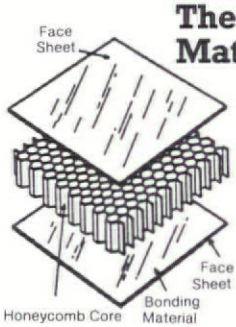


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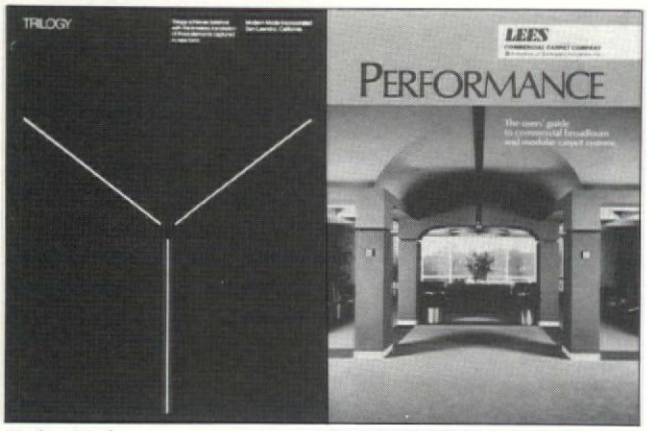
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Modern Mode *Lees Commercial Carpet Co.*

The Trilogy conference table collection, designed by Norman Cherner, is displayed in a six-page brochure from Modern Mode. Trilogy features three polished stainless steel or bronze base profiles. **Circle No. 395.**

"Performance" is a user's guide to commercial broadloom and modular carpet systems. The eight-page brochure from Lees Commercial Carpet Co. contains coordinating collections for healthcare, educational, office, hospitality, and retail merchandising use. **Circle No. 407.**

This brochure shows how Power File 2000 for high density storage and fast retrieval pays for itself. From White Office Systems Inc., brochure contains a list of types of media that can be housed in Power Files. **Circle No. 392.**

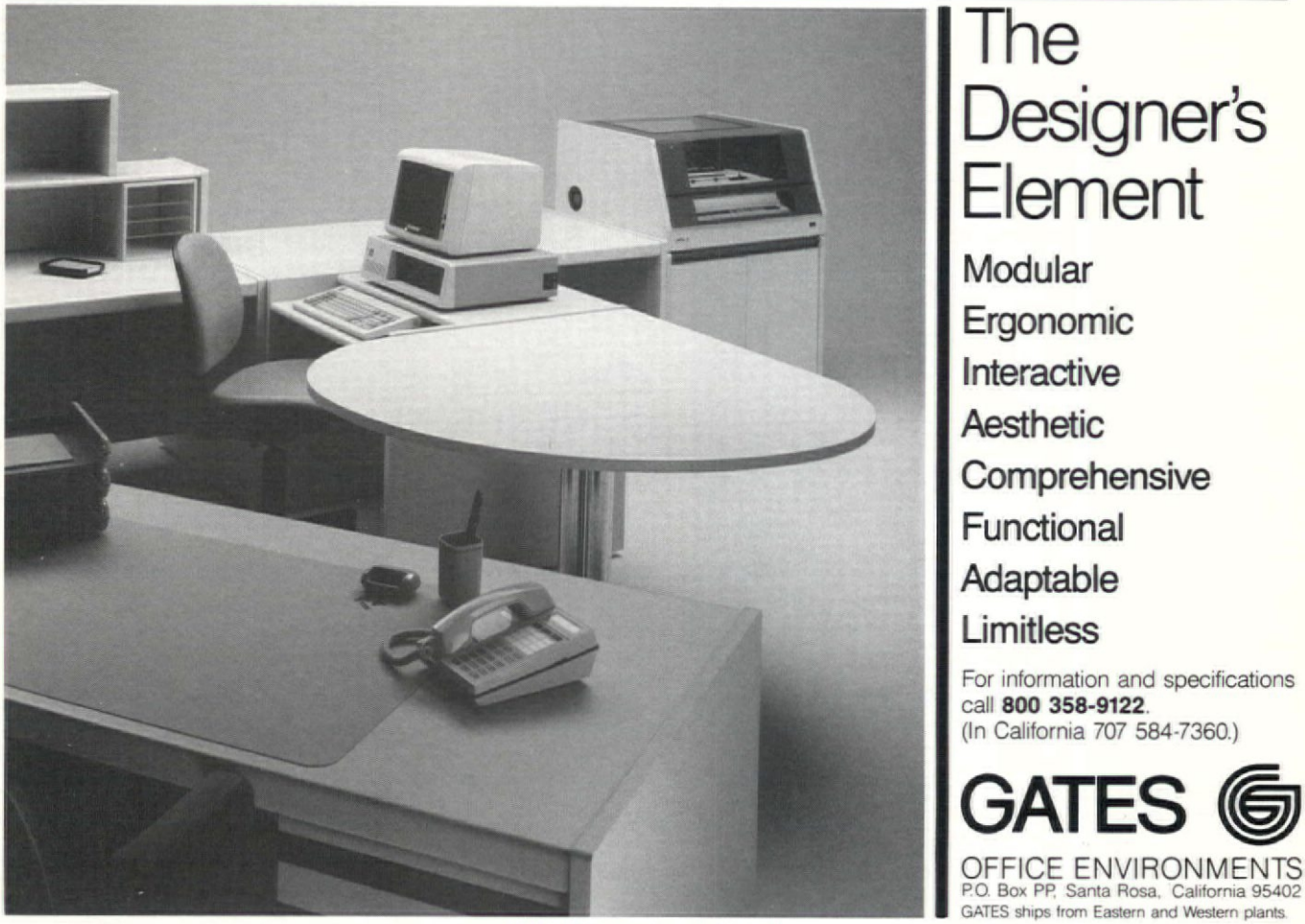
Panel Concepts Inc. has published a brochure describing QuikLink, a voice/data support module designed to integrate with SYSTEM 2PLUS powered and non-powered open office system raceway panels. **Circle No. 393.**

A group of commercial acoustical ceilings is described in a brochure from Armstrong World Inds. Cirrus Travertone ceilings have a variety of patterns which incorporate soft, subtle Cirrus texture. **Circle No. 394.**

Colorail plastic handrail and metal components are pictured in a brochure from Julius Blum & Co. System guide specifications are provided. **Circle No. 396.**

An illustrated book contains the history of Italian industrial design in the residential and contract furnishings industries. *1950/1980 REPERTORY: Pictures and Ideas Regarding the History of Italian Furniture* is sponsored by Artemide. **Circle No. 397.**

Color brochure gives examples of how Sea Sculpture aquariums are incorporated into custom furniture by Captive Sea. Examples are a four-ft. Sea Sculpture bubble in-wall installation with a bronze mirror, and a seven-unit Sea Sculpture cabinet with 30-in. bubbles. **Circle No. 403.**



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1 9 8 6

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University of Cincinnati, School of Architecture & Interior Design. Assistant Professor. Primary responsibilities: primary teaching of design, and aesthetics of light and sound. Desirable, though not essential, experience and background in computer graphics. Master's degree minimum qualification, with some professional experience and/or academic research experience. Ph.D. desirable. Send curriculum vitae & examples of design & scholarly work by May 1, 1986 to: John Meunier, Director, School of Architecture and Interior Design, College of Design, Architecture, Art, and Planning, Univ. of Cinti., Cinti., OH 45221-0016. Telephone (513) 475-6426. Affirmative Action Employer. Women & Minority Candidates encouraged to apply.

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Top Miami interior design/architecture firm seeks experienced hotel and office designers, architects, purchasing agent and marketing rep. Send resumes to Carole Korn Interiors, 237 N.E. 3 .th St., Miami, FL 33137.

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Outstanding opportunity for smart, hard working, hands on manager. Sixty year old northern New Jersey contract office furniture dealer wants a leader to take charge. Must know the retail contract office furniture industry thoroughly, with emphasis on sales and marketing. Six figure salary,plus profit sharing plus benefits. Reply to Box 605, CONTRACT, 1515 Broadway, New York, NY 10036.

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April Fifth is the closing date for the May issue

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will get results

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CONTRACT
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